

SQ

SEPTEMBER/OCTOBER 2008 / No. 160

Journal of the National
Fire Sprinkler Association



Inside this issue:

- **State of the Industry Address**
- **Awesome, Astounding, Atlantis!**
- **Protecting the Bottom Line**
- **Death of Limited Service Controllers**

Reliable's New Evolution of Residential Sprinklers

We've expanded our Residential product line
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14 x 14 (4.3x4.3)	13 (49)	7.0 (0.48)
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on the cover..

At this year's Annual Seminar in the Bahamas, Kevin Fee of the Reliable Automatic Sprinkler Company became the 22nd recipient of NFSA's coveted Golden Sprinkler Award. He is presented the award by NFSA President John Viniello.

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State of the Industry Address

Editor's note: This is an edited version of NFSA President John Viniello's State of the Industry Address given at the 2008 NFSA Annual Seminar at the Atlantis in Paradise Island, Bahamas on May 15, 2008.



The Sprinkler Economy

Backlogs are shrinking and in some cases being chewed up to make many of you in this room more than just a little bit nervous. Jobs you thought you had are being shelved because of a lack of financing. We are in what I am characterizing as a “debt recession.”

Almost 50% of those who were approved for sub prime mortgages could not verify their income – and that is to the tune of 1.3 trillion dollars. By next year more than 2 million families will lose their homes to foreclosures. Residential construction is at a virtual standstill and home values are dropping like a rock. All of these factors will affect your business. A debt recession, unlike an equity recession, (where stocks lose value) is much different. Lenders in a debt recession take possession of collateral – the house, the car, the condo. This, coupled with high unemployment, will bring consumer spending, the engine which I believe that drives the economy, to a grinding halt. All building construction will be effected. The next 12 months will not be pretty. But the good news is this, most of you have healthy backlogs, and secondly when the economy does recover by the latter part of 2009 you will see very robust activity.

International Residential Code (IRC)

In September of 2008, in Minneapolis, Minnesota, The International Building Code will be holding code change hearings which will have significant implications for our industry. Although a code change submitted to require all new homes to be protected with fire sprinklers was rejected by the Code Change Committee of the IRC at their meeting in Palm Springs earlier this year. We are indeed pulling out all stops to obtain the necessary 2/3rd votes to overturn the committee's actions. This has been a monumental effort involving many people and organizations. Jim Dalton, Director of Public Fire Protection, his staff and Buddy Dewar, Director of Regional Operations and his team of Regional Managers have been working with Fred Benn of Advanced Automatic Sprinkler and the NFSA

Residential Committee. This team of extraordinary talent has been actively working with the International Residential Coalition to see that sprinkler protection for homes becomes part of the next edition of the IRC. Remember this...if successful, this will be the model that will then have to be adopted at the state and local level without amendment in order to become a mandated requirement. While there is an expectation that we will be able to achieve our goal, we must also have a strategy in place in the event that we are not able to secure the necessary 2/3rd vote to overturn the committee. After meeting with Chairman of the Board Gregg Huennekens, Vice Chairman of the Board Dennis Coleman and Treasurer Kevin Fee, a “back up” will be crafted by Jim Dalton and his Public Fire Protection Team for presentation to our Board and the NFSA Residential Committee. Preliminary discussions have already taken place. Look for updates in the minutes of our board and council meetings as well as the NFSA web site at www.nfsa.org. Installation of home fire sprinkler systems has the potential of doubling the number of sprinkler shipments installed in the U.S. Sprinklers for homes will also have the residual effect of increasing the use of sprinklers in non-residential construction. When we reach that point, the product you install, manufacturer and supply will indeed become a way of life. I hope that we as an industry are ready for it.

Federal Legislation

As many of you know we have been seeking federal legislation that would amend the IRS code of 1986 to accelerate the depreciation schedule for fire sprinklers from more than 30 years to five. This bill, which has had several iterations over the passed four years, is still alive. Jim Dalton, working with our lobbyist, Andy Quinn of McAllister & Quinn, LLC, is extremely confident that during the next legislative session sweeping tax legislation will be introduced which will enable us to attach our bill to this larger tax package.

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NATIONAL FIRE SPRINKLER ASSOCIATION, INC.

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MICHAEL REPKO

DIANA ROMANO

NICOLE SPRAGUE

LINDA VERMILYEA

BOOKKEEPING

LINDA DALY

CALENDAR

EVENTS OF INTEREST TO NFSA MEMBERS

SEMINAR	LOCATION	DATE
Plan Review Policies & Procedures Inspection, Testing & Maintenance	Anchorage, AK	Sept 9
Basic Seismic Protection (a.m.)	Anchorage, AK	Sept 10
Advanced Seismic Protection (p.m.)	Anchorage, AK	Sept 11
Best Practices Update	ONLINE	Sept 11
Plan Review Policies & Procedures	Hillsboro, OR	Sept 18
Commissioning & Acceptance Testing (a.m.)	Hillsboro, OR	Sept 23
CPVC Piping (p.m.)	Hillsboro, OR	Sept 24
Sprinklers for Dwellings	Hillsboro, OR	Sept 24
Plan Review Policies & Procedures	Spokane, WA	Sept 25
Commissioning & Acceptance Testing (a.m.)	Spokane, WA	Sept 30
Fire Pump Layout & Sizing (p.m.)	Spokane, WA	Oct 1
CPVC Piping (a.m.)	Spokane, WA	Oct 1
Standpipe Systems (p.m.)	Spokane, WA	Oct 2
Testing of Fire Pumps	ONLINE	Oct 2
NFSA Two-Week Technician Training	Chicago, IL	Oct 7
Strategic Planning for Contractors	ONLINE	Oct 13-24
Plan Review Policies & Procedure	Woodland, CA	Oct 16
Hydraulics for Fire Protection	Boardman, OR	Oct 21
Pumps for Fire Protection	Boardman, OR	Oct 21
Fire Pumps for Fire Protection	Woodland, CA	Oct 22
Standpipe Systems (a.m.)	Boardman, OR	Oct 23
Underground Piping (p.m.)	Boardman, OR	Oct 23
Sprinkler Protection for Rack Storage	Woodland, CA	Oct 23
NFSA Two-Week Technician Training	Houston, TX	Nov 10-21
Aerosols-NFPA 30B	ONLINE	Nov 18
Contract Language	ONLINE	Nov 20
NFPA 3, Commissioning	ONLINE	Dec 2
Sprinkler Systems and HVAC Equipment	ONLINE	Dec 16
Smart Hiring in the Construction Industry	ONLINE	Dec 18

IMPORTANT SAFETY RECALL

Model "J" Dry Style Fire Sprinklers
 Manufactured by Globe Fire Sprinkler Corporation

The sprinklers may not operate in a fire, creating a risk of death or serious injury.

AFFECTED SPRINKLERS

- Globe Model "J" dry style fire sprinklers
- Manufactured between 1990 & 1999
- Pendant, upright, and sidewall sprinklers

WHAT TO LOOK FOR:

- "GLOBE," "J," and year (1990 - 1999) embossed on flat surfaces of the frame

- Installed in nursing homes, hospitals, long-term care facilities, offices, supermarkets, apartment buildings, and other buildings

WHAT TO DO:

- Check areas where dry sprinklers might be installed (unheated attics, porches, freezers and coolers, parking garages, warehouses)
- Until you obtain replacement sprinklers, have working smoke detectors and adequate escape plans

To learn how to receive replacement sprinkler heads at a substantially reduced cost:

- (1) Call 1-800-248-0278 between 8:00 a.m. and 5:00 p.m. EST,
- (2) Visit Globe's web site at www.globesprinkler.com and click on the "Recall" link,
- or (3) Contact Globe by mail at 4077 Airpark Drive, Standish, MI 48658.

CONTINUED FROM PAGE 5

A great big thank you goes to Vickie Pritchett and our Common Voices advocates who have been an enormous help to us in this effort, as well as the members of the sprinkler fitter unions who are sharing in the cost of our federal lobbyist. In keeping with the theme of this year's State of the Industry, "We need to skate to where the puck is going to be," we need to be proactive. Soon after we are successful in having this bill signed by the new President, I will be proposing to our Board of Directors that we follow on the heels of this win by introducing a bill which will provide the homeowner or condo owner with a tax credit of somewhere between \$500 and \$1000 for installing a fire sprinkler system in their home or condominium. The concept would be similar to the energy tax credit made available to homeowner's years ago. This coupled with insurance savings will go a long way toward amortizing the cost of the fire sprinkler system.

Common Voices

I would be remiss if I didn't recognize some very important people who are with us today. Our Common Voices initiative, the brainchild of Wayne Gey, Aus Marburger and Gregg Huennekens, along with their wives Sharon, Laurie and Clarisse, has made a significant impact in the promotion of sprinklers in university housing and homes. These ladies and their families have seen first hand the deadly effects of unfriendly fire and are committed to promoting the wide spread use of the product you install, manufacturer and supply. Some of them have joined with us today; Amy Acton, Donna Henson, Bonnie Woodruff, Gail Minger, Justina Page and Vina Drennan. Also the wives of our board members need to be recognized; Sharon Gey, Laurie Marburger and Clarisse Huennekens and last, but by no means least, a young lady that has worked very hard with Jim Dalton and Shane Ray to translate an idea into a very meaningful program, Vickie Pritchett. Thank you all.

Industry Advancement Fund

NFSA has initiated a fund for the advancement of the fire sprinkler industry for any contractor, supplier, manufacturer, individual or organization to participate in on a totally voluntary basis. Former Chairman of the Board Wayne Gey suggested the establishment of this fund at the NFSA Annual Seminar & Exhibition in Las Vegas in May of 2007.

Such promotional efforts include but are not limited to:

- Design Advantage Program
- Best Practices
- Center of Campus Fire Safety
- Fire Team USA
- Home Safety Council
- Home Fire Sprinkler Coalition
- Adoption of sprinkler requires in the IRC
- Advertising and public relations

The fund is a fully tax exempt organization and is administered by a board of trustees:

- Rich Ackley, Dalmatian Fire
- Bruce Larue, Potter Electric
- Jim Spicer, Simplex Grinnell

- Russ Fleming, NFSA
- John A. Viniello, NFSA

We would like to thank those who have contributed to this effort:

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L. Nothhaft & Son
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Bruce Larue
Robertson Fire Protection
Tri State Fire Protection
Wolverine Fire Protection
Landmark Fire Protection
REHAU, Inc.
Atlantic American Fire Equipment Company

Log on to the NFSA website, www.nfsa.org to participate.

Best Practices

Another program that truly embraces the idea of this year's State of the Industry theme of "skating to where the puck is going to be" is our fire sprinkler industry Best Practices program. This program, originally part of the Sprinkler Manufacturer's Industry Fund (SMIF), was spearheaded by Carmine Schiavone of Tyco Fire Products. The program, which is now under the umbrella of a steering committee, composed mainly of contactors from NFSA and CASA, is gaining enormous traction. Here is our vision: Best

CONTINUED ON PAGE 9

Area	States	Regional Manager	Area Director
Northeast	<i>New York, Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont</i>	Dominick G. Kasmauskas, NFSA 1436 Altamont Ave. Suite 147 Rotterdam, NY 12303 914 414-3337 FAX (518) 836-0210	Donald A. DeLuca SRI Fire Sprinkler Corporation 1060 Central Avenue Albany, New York 12205 (518) 459-2776 FAX (518) 459-0068
Mid Atlantic	<i>Delaware, Maryland, New Jersey, Pennsylvania, Virginia, Washington, D.C.</i>	Raymond W. Lonabaugh, NFSA P.O. Box 126 Ridley Park, Pennsylvania 19078 (610) 521-4768 FAX (610) 521-2030	Kent Mezaros Quick Response Fire Protection 77 Pension Road, Suite 5 Manalapan, New Jersey 07726 (732) 786-9440 FAX (732) 786-9443
Southeast	<i>Alabama, Georgia, Mississippi, North Carolina, South Carolina</i>	Wayne Waggoner, NFSA 8033 Canter Lane Powell, Tennessee 37849 (865) 947-3393 FAX (865)947-5188	Ed Davis Morristown Automatic Sprinkler Company, Inc. 1310 Karnes Avenue Knoxville, Tennessee 37917 (865) 689-4480 FAX (865) 687-8622
Tennessee	<i>Tennessee</i>		
Florida	<i>Florida, Puerto Rico</i>	Dave Bowman, NFSA Florida Fire Sprinkler Association 6572 SE 173rd. Court Ocklawaha, Florida 32179 Phone: 845-519-7648 Fax: 661-455-3968	Wayne H. Gey Wayne Automatic Fire Sprinklers, Inc. 222 Capital Court Ocoee, Florida 34761 (407) 656-3030 FAX (407) 656-8026
Great Lakes	<i>Indiana, Michigan, Ohio, West Virginia, Kentucky</i>	Dave Bowman, NFSA 6572 SE 173rd. Court Ocklawaha, Florida 32179 Phone: 845-519-7648 Fax: 661-455-3968	Richard A. Ackley Dalmatian Fire, Inc. P.O. Box 78068 Indianapolis, Indiana 46278 (317) 299-3889 FAX (317) 299-4078
Illinois	<i>Illinois</i>	Bob Kleinheinz, NFSA 509 Dawes Street Libertyville, Illinois 60048 (914) 671-1945	Gregg Huennekens United States Fire Protection, Illinois, Inc. 28427 North Ballard – Unit H Lake Forest, Illinois 60045 (847) 247-4755 FAX (847) 816-0098
North Central	<i>Minnesota, Wisconsin</i>	Daniel J. Gengler, NFSA P.O. Box 280 Williams Bay, Wisconsin 53191 (262) 245-5255 FAX (262) 245-5258	Richard Ray – Alternate Cybor Fire Protection Company 5123 Thatcher Road Downers Grove, Illinois 60515 (630) 810-1161 FAX (630) 810-0685
South Central	<i>Arkansas, Louisiana, Oklahoma, Texas</i>	Steven E. Randall, NFSA 7165 Lazy Meadow Lane Frisco, Texas 75034 (214) 206-6163 FAX (972) 668-4077	Mark D. Tate Northstar Fire Protection of Texas 4616 West Howard Lane 2 #700 Austin, Texas 78728 (800) 394-0051 FAX (512) 833-7862
Central	<i>Iowa, Kansas, Missouri</i>	Chris Gaut, NFSA 189 Eureka Town Center Dr. Suite 135 Eureka, Missouri 60325 (845) 803-6426 FAX (636) 410-7700	Dennis C. Coleman Engineered Fire Protection, Inc. 1615 South Kings Highway St. Louis, Missouri 63110 (314) 771-0033 FAX (314) 664-1619
Great Plains	<i>Colorado, Montana, Nebraska, North Dakota, South Dakota, Wyoming</i>	Terry Phillips, NFSA 1829 Meadow Drive Cheyenne, Wyoming 82001 (914) 525-4396 FAX (307) 514-0406	Gene Postma Western States Fire Protection Company 7020 South Tucson Way, Unit A Centennial, Colorado 80112 (303) 792-0022 FAX (303) 790-3875
Southwest	<i>Arizona, Nevada, New Mexico, Utah</i>	Doyle Sutton, NFSA P.O. Box 50845 Sparks, NV 89434 (845) 803-3785	Todd Little RCI Systems, Inc. 252 South El Dorado Circle Mesa, Arizona 85202 (602) 894-8711 FAX (602) 894-8740
West	<i>California, Hawaii</i>	Bruce Lecair, NFSA 25417 West Hyacinth Street Corona, CA 92883 Tel: (951) 277-3517 Fax: (951) 277-3199 Cell: (951) 805-8992	Jack Thacker Allan Automatic Sprinkler Corporation 3233 Enterprise St. Brea, California 92821 (714) 993-9500 FAX (714) 993-5708
Pacific Northwest	<i>Alaska, Idaho, Oregon, Washington</i>	Don Pamplin, NFSA 1436 Harrison Avenue Blaine, Washington 98230 (360) 332-1948 FAX (360) 332-1962	Jeff Bennett The McKinstry Company 5005 3rd Avenue South Seattle, Washington 98134 (206) 762-3311 FAX (206) 763-5407
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CONTINUED FROM PAGE 7

Practices is a program for ALL fire sprinkler contractors in North America, regardless of size, geographical location, and number of years in business. It will provide them with a template or series of benchmarks in a variety of areas on how very successful fire sprinkler contracting companies run every facet of their business.

Insurance markets today are relatively soft and most fire sprinkler contractors through their independent insurance agents are able to obtain liability insurance for their completed operations and umbrella coverage rather easily. Several years ago this was not the case. The coverage was simply not available or the premium costs were out of sight. In fact, some contractors had to discontinue some niche markets for which carriers would not provide coverage for. In a word, it was a "nightmare." Now, what does an insurance carrier require of a sprinkler contractor in order to underwrite their risk and provide premium pricing? They want three to five years of hard cover loss runs and they want it three to six months in advance of your existing policy's expiration date. We will be approaching carriers in the insurance industry to provide them with the details of our Fire Sprinkler Industry Best Practices Program (our industry's good housekeeping seal of approval, as it were) and asking for some preferential rating credits for those fire sprinkler companies who subscribe to it. We firmly believe that utilizing some of the tools of Best Practices not only will improve your loss history but will clearly demonstrate to the underwriting departments of insurance carriers that when a sprinkler contracting company's loss history is compared to prior and post Best Practices being part of its business culture, a significant improvement will be evident. Remember, if you are going to "skate to where the puck is going to be" don't wait six months from now to subscribe to the Best Practices Program that will ultimately make a significant improvement to your bottom line. The steering committee and staff of Best Practices are, from Canada: Rick Berwick, Tim Voronoff, Grant Neal and the President of CASA, John Galt. From the United States, I along with Fred Barall, our Vice President of Labor Relations, serve on the committee. We also have two manufacturers, Larry Thau of Victaulic and Carmine Schiavone of Tyco Fire Products, the chairman of our SAM Council, Chuck Kitts of System Sensor and three contractors; Wayne Gey, Mark Tate, and the chairman of the committee, Rich Ackley. The staff of Best Practices is Project Manager Paul Johnson, Technical Specialist John Karnatz, and Risk Management Coach Brian Cullen.

With the extraordinary help of a dynamic Board of Directors, very active councils, committees and dedicated staff, your Association has made tremendous strides in creating and sustaining markets for the use of fire sprinklers. But, as sure as I stand before you, I can say without equivocation we are now approaching a new era of excellence as the torch has been passed to a new and dynamic administration led by a man who is no stranger to industry involvement, Gregg Huennekens. Some once said that you meet three types of personalities in this journey we call life, those who make things happen, those who watch things happen and those who say "what happened?" Gregg Huennekens is a doer with a passion for this industry and a belief that we must work even harder if we are to realize our collective dream that fire sprinklers become more of a household word. He certainly makes things happen. He has already served with distinction as Contractor Council Chair, Treasurer and Vice Chairman of the Board and as a member of numerous committees. His work promoting retrofit requirements and sprinklers for homes for the greater metropolitan area of Chicago is fast becoming legendary. We are very fortunate to have a man of his talent and dedication serve as our Chairman of the Board.

Our collective challenge is to do whatever is necessary to preserve the unblemished record that our product has achieved. "There has never been a multiple death from fire in over 100 years in a building protected with a properly installed and maintained fire sprinkler system." What a remarkable achievement and one that every single person in our industry should be justifiably proud. You should be congratulated, for no other safety device known to mankind on this planet can make that claim. We cannot rest on past accomplishments. We cannot be content with the status quo. I pledge to you that we will continue to "skate to where the puck is going to be." I thank you all for your support and I know I speak for every member of the NFSA staff that it is our collective privilege to represent each and every one of you and this remarkable product that you install, manufacturer and supply. Thank you, it's always a pleasure.



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- Technology that exceeds the industry's highest standards

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NFSA All Stars



Being an avid baseball fan, I was looking forward to watching the All-Star Game. As the events unfolded, I found myself drawn into each segment; the homerun derby, the historic significance of Yankee Stadium, the old-timers and the excitement of the game itself. I couldn't help but wonder about the preparation, planning and strategy that go on behind the scenes in order to get an event like that to run like clockwork, and run like clockwork it did!

The homerun derby brought to the forefront a player I really hadn't heard much about, Josh Hamilton of the Texas Rangers. Hamilton lapped the field nearly four times in the first round with a record 28 homers. I quickly realized that I was watching "excellence" in action.

What does this have to do with NFSA? Well, let me tell you. I had the privilege and honor of attending the Annual Seminar at The Atlantis on Paradise Island this past May as the NFSA Chairman of the Board. I attended workshops and meetings, listened to top industry speakers, met with members and enjoyed first class amenities and entertainment. The flawlessness of this event did not happen on its own. It took months and months of preparation by every member of the NFSA staff. From the people behind the scenes that don't attend the event, but work diligently to make it a reality, to

the dedicated staff that are on hand to make sure the smallest detail is attended to, I am truly proud to be in the position to applaud what I consider a first-class operation. As you can see, the Annual Seminar was truly "excellence" in action.

If you have never attended an NFSA Annual Seminar, I highly recommend you do so. I am willing to bet you will agree that no other industry event can compare. The wealth of information available, the top-notch experts on hand and the opportunity to network with your peers in an absolutely first-class, beautiful venue are just a few of the reasons to attend. Many members made it a point this year to come up to me and let me know that they consider the NFSA Annual Seminar unparalleled. These are seasoned veterans of the fire sprinkler industry that have had the opportunity to attend many other industry events. The kudos and praise I heard for our Annual Seminar have to be extended to the NFSA staff.

As my tenure as Chairman of the Board goes forward, I can look ahead to future NFSA Annual Seminars secure in the knowledge that our top-notch staff will be preparing behind the scenes to pull off a flawless event. My thanks goes out to John Viniello and his enthusiastic, dedicated staff at NFSA headquarters who work tirelessly throughout the year to present our members with this invaluable experience. In my opinion, they are all All-Stars!

A handwritten signature in black ink, appearing to read "G. Huennekens". The signature is fluid and cursive, written over a white background.

Wicks Law

By Stuart Zisholtz

Many of us have heard of the Wicks Law. However, many of us do not know what it is or how it may affect us.

The Wicks Law mandate is a series of laws enacted in 1912 that require governmental agencies in New York State (except some state and local authorities, which are exempt) to directly hire four separate contractors for general construction, plumbing, electrical work and heating and ventilation.

The Wicks law does not permit the trade contractors to have authority over the other trade contractors. Thus, governmental officials must try to coordinate the various contractors or hire a construction manager. The result is usually total chaos.

The Wicks Law, whether you love it or not, raises governmental costs in a variety of ways. One is the administrative burden of preparing and bidding at least four individual contracts for the construction project. It also includes additional administrative work, engineering work, architectural work, etc. In addition, the initial bids themselves

are often higher under the Wick Law than they would be under a single contract system.

For many years, there have been attempts to modify or repeal the Wicks Law. Unfortunately, due to various lobbying and political maneuvering, it was never modified or repealed. This year, however, is different. In some last minute maneuvering, the Wicks Law was changed and the new law went into effect on July 1, 2008.

The old Wicks Law had a \$50,000 threshold. Thus, every governmental contract over \$50,000- was subject to the Wicks Law. Now, for projects located in New York City's five boroughs, the Wicks Law threshold is \$3,000,000. If the project is located in Nassau, Suffolk or Westchester Counties, the threshold is \$1,500,000. For all other locations, the threshold is \$500,000. The threshold is determined from the value of the whole project, not the individual contract.

A governmental agency can avoid the Wicks Law by using project labor agreements. The public entity has the option to sign an agreement with one general contractor that will exempt the project from the Wicks Law requirements. The general contractor, with

some oversight, could then decide which subcontractors may do the work. The winning general contractor will not be permitted to change its named subcontractors or the value of the subcontract without approval from the public owner. A request to change a named subcontractor must be made by the winning bidder upon a showing presented to the public owner and open for public inspection of legitimate construction needs. A legitimate construction need includes a change in project specifications, a change in construction material costs, a change in the subcontractor's status or the subcontractor unwilling, unable or unavailable to perform the subcontractor work.

Finally, the Wicks Law now states that all contractors working on a public project must have a State-approved apprenticeship program for at least three years.

Never let your lien time run out. For a free copy of a pamphlet pertaining to Mechanic's Liens and Payment Bond Claims, please contact me or the Association. ☎

CONTINUED ON PAGE 14

Equity Investment Strategies:

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CONTINUED FROM PAGE 12

How To Battle The Effects of Fuel Costs On Your Business

The skyrocketing cost of fuel is affecting everything these days, and not just in your daily commute to work. Shipping fuel surcharges are at record highs, but there is relief in sight. Whether you're sending a few packages out to a customer, or receiving palletized shipments in from your suppliers, here are a few key strategies to help you get your shipping costs in line. Implement one or all of them and watch your shipping costs go down—increasing profits.

KEY STRATEGY #1

Develop an Inbound Shipping Program

Reducing inbound shipping costs is one of the easiest, yet most overlooked ways to reduce overall transportation expenses. When you control and route your inbound shipments, you have an excellent opportunity to significantly lower your costs. Being the buyer allows you to not only determine what you purchase from a particular vendor, but also how it is shipped to you.

As the buyer and receiver of the goods, you can—and should—designate the carrier and arrange for shipping charges to be billed directly to you at your discounted rate. This is called routing freight inbound “Collect.” Collect is a billing option which means you are invoiced by the carrier. It does not mean paying the driver at the time of delivery. Routing shipments Inbound Collect can save you significant dollars.

The first step in reducing inbound shipping costs is to notify your vendors that you want your shipments routed Inbound Collect. A Routing Instruction Letter specifically states to your vendors how you want your merchandise shipped to your store. Send the Routing Instructions Letter to your sales representative, customer service manager, or to the accounts

payable department. Do not send your instructions directly to the shipping department. If you need help, feel free to contact the NFSA-endorsed logistics and transportation provider, PartnerShip. They can help you chose the least expensive carrier for each route, and even contact your vendors on your behalf with the new routing instructions.

KEY STRATEGY #2

Obtain Discounts With Carriers

If you think you have to be the size of Wal-Mart or Home Depot to obtain discounts with carriers, think again. Large businesses have the volume and favorable shipping characteristics to negotiate directly with carriers. One of the many benefits of your NFSA membership is the ability to participate in the NFSA Discount Shipping Program – a program that gives you the sizeable discounts that much larger companies negotiate for themselves.

KEY STRATEGY #3

Use The Correct Mode & Service Level

Examine where you spend your transportation dollars. Is your spending concentrated in LTL (Less-Than-Truckload) rather than small package, or air instead of ground? These distinctions are called modes of transportation. Ground shipping and air shipping are the two most common transportation modes that businesses use on a day-to-day basis. An example here helps illustrate the impact of using the correct mode. For two-day guaranteed service, you can send a 35 lb. package from Cleveland to Boston and pay a ground rate of \$8.50. Sending the same package second day air would cost approximately \$33.00. That's a difference of 74% to ship air versus ground for the same two-day level of service.

Service level refers to the timeframe in which the carrier will ship the package from origin to destination, such as same day service, next day, two day, three day, etc.

Why pay for next day service if you don't need next day service? Another example helps illustrate the impact on your bottom line by using the wrong level of service. Let's use the same example above. To get a 35 lb. package from Cleveland to Boston the next day, you would need to use the services of an air express carrier and your cost would be around \$75.00. If time permitted, you can send the same package second day air at a cost of approximately \$33.00 (a 56% savings). The same package via two-day ground costs about \$8.50. Clearly, using the correct service level to meet your needs is critical in keeping your transportation costs down.

KEY STRATEGY #4

Audit All Invoices

It is estimated that between 5% and 10% of freight invoices contain some sort of error. Auditing your freight invoices can help you catch and receive credit for costly mistakes. You should audit several line items on a carrier invoice, most notably, checking for the correct discount, making sure you are billed for the service you requested, verifying product classification (freight shipments only) and monitoring extra service charges. Also, if you have an inbound shipping program in place, be aware of double billing for shipments. If you're routing inbound shipments from vendors, shipping charges should never be on the merchandise invoice from the vendor.

Remember, by implementing some or all of these 4 key strategies, your shipping costs will go down and your bottom line will improve! If you haven't enrolled in the NFSA Discount Shipping Program, go to www.partnership.com/55nfsa. This is a free member benefit, and could save you thousands of dollars a year on shipping costs, depending on your volume. Or, if you have questions, call PartnerShip at 800-599-2902 ext. 2289.

Upcoming NFSA Annual Seminars:

NFSA Annual Seminar & Exhibition
Omni ChampionsGate
Orlando, Florida
April 29 – May 2, 2009

NFSA Annual Seminar
Fairmont Orchid
Big Island, Hawaii
May 12 – 15, 2010

NFSA Annual Seminar & Exhibition
Las Vegas, Nevada
Spring 2011

I saw a sign that said...

“It’s an absolute proven fact that 100% of short putts don’t go in the hole!”

The sign was on the first tee of a golf tournament that I played in a few years ago. In spite of the humorous warning, many golfers, including me, made that fateful putt and didn’t make it to the hole.

But don’t feel so bad. I watched this years’ fabulous U.S. Open and the number of pros, including Tiger Woods, who came up short on their birdie or par putt was astonishing. These are the guys that know better, yet they also failed to at least have a chance of going in and some of their putts were on-line and would have made it had the ball not stopped short.

In the world of fire protection, the opposite is true. When you come up short, you can still make it into the hole in the ground, but it’s a bigger hole and it keeps you there forever!

I’m sorry if that sounds shocking. But many people, especially those in the fire service, believe it’s time to be honest with the people they serve in their communities and to tell them the truth about residential fire protection.

We have had, and still have, a serious problem in this country. That problem is the number of people who die or get injured every year in a residential occupancy because the building, its contents and the occupants were involved in a fire. It’s a serious problem on several levels.

First of all, most people don’t realize how much risk they face when a fire breaks out in their homes. They have the deceptive illusion that all they have to do is dial 9-1-1 and the fire department will be there

instantly. No matter what the problem is, the firefighters will walk on water and solve that problem, including rescuing them from a burning building. It just isn’t so! Consider these absolute facts of how our nation comes-up short:

- Over 80% of our national number of yearly fire deaths occurs in a residential occupancy. That’s where you live and between 11:00 p.m. and 7:00 a.m., on any given night, that’s where you may possibly die. This 80% factor never changes from year to year and has been consistently at that level since the end of World War II;
- When it comes to injuries incurred by fire, the latest report released by the U.S. Fire Administration using data from the National Fire Incident Reporting System identified that nearly 75% of all civilian fire injuries occur in the home;
- 39% of residential building fire injuries occurred while victims were trying to control the fire;
- 23% of civilians were injured while trying to escape. Some made it out, others unfortunately didn’t;
- Various research estimates that the United States’ annual fire loss exceeds 100 billion dollars. Does that tell you why your insurance rates are so high?
- According to the latest statistics released by the U.S. Fire Administration, 118 firefighters died in 2007. This is up from 106 in 2006;
- Of those firefighter victims, 60 were volunteers, 49 were full-time, 4 full-time wild-land, 2 paid on call and one each: contract wild-land, part-time paid and industrial;
- Heart attacks continued to be one of the leading causes of firefighter deaths. 26 firefighters who died of heart attacks were 31-40 years of age, 33 were 41-50 and 22 were 51-60 for a 2007 total of 81;
- Seven fire incidents last year involved the death of multiple firefighters, including the tragic June 18th fire in Charleston, South Carolina where nine firefighters were killed in a furniture store fire.

Although not specifically addressed in this report, there are a number of firefighters being injured or killed every year in homes where “light-weight” construction materials are being used. This is a growing concern

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Don Pamplin

NFA's Regional Manager for the Pacific Northwest.

for responding fire crews and Incident Commanders as these kinds of structural collapses are giving them less time to fight the fire and escape injury. Six firefighters were injured on May 25, 2008 in a Leesburg, Virginia home in which light-weight construction materials; including vinyl siding, plywood and lightweight wood trusses were used. The fire was started by cigarettes outside the house. Firefighters searching the house were surprised by how

fast the flames overwhelmed the attic and roof and were injured as they were trying to escape. Chief Fire Marshal Keith Brower pointed out that lightweight construction was a key component in the spread of this fire. The Loudoun County Fire & Rescue Department has started an extensive investigation into what actually happened and to what extent were the construction materials in this home a factor in these firefighter injuries.

An exhaustive report following the death of Prince William County Firefighter Kyle Wilson in 2007 identified lightweight construction as the reason the fire spread so rapidly and was blamed as a factor in his death. Six of the recommendations of this eight-month investigation focus on better training and knowledge in fighting fires in homes with lightweight construction. But the report says it goes beyond the classroom. "County officers need to visit new construction sites and observe the type of building components and construction methods being used. Open floor plans, vinyl siding and lightweight wood supports can hasten the spread of fire."

Fire Chief Adolf Zubia, of the Las Cruz Fire Department in New Mexico and Chairman of the Life Safety Section of the International Association of Fire Chiefs recently said, "Lightweight construction saves money, it saves time, but there is a consequence. Significant injuries and death have occurred dealing with buildings that have collapses."

It's not only the risk of the lightweight roof collapsing; it's also the lightweight materials in the floor. Consider what happened this year on April 4th to the Colerain Township Department of Fire and EMS on the outskirts of Cincinnati, Ohio. A first-alarm response was initiated by a four-person firefighting company from Fire Station 102, which is less than a mile from the fire scene. When they arrived on scene, smoke was showing and Captain Robin Broxterman and Firefighter Brian Schira went inside for the initial search. Upon arrival of additional fire crews, the Incident Commander tried to advise the interior crew by radio to pull back out of the house as "conditions are changing." There was no response from Captain Broxterman. A "mayday" and related procedures were initiated to rescue the interior firefighters but it was too late. An unmanned hose-line was found in the dwelling, along with a hole in the floor leading to the basement of the two-story, four-bedroom house. Fire crews eventually found Captain Broxterman and Firefighter Schira in the basement. Captain Broxterman, age 37, was a 17 year veteran of the department and the townships' first female Captain. She was the mother of two. Firefighter Brian Schira, age 29, had just recently joined the

CONTINUED ON PAGE 17

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department in 2007. These deaths were the first Line of Duty Deaths this year in Ohio. In 2007, five Ohio firefighters died in the Line of Duty. Since 1990, a total of 2,248 American Firefighters have died in the Line of Duty!

So what needs to be done to stop this terrible waste of life, not only for the citizens the firefighters serve but also for the same firefighters trying to do the impossible?

The resounding answer is residential fire sprinkler protection. But that message keeps falling on deaf ears, especially deaf, political ears. And the reason why they are deaf is because the homebuilder associations across all 50 states have done a masterful job in telling a story that is simply not true. They have said and keep on saying that “new homes don’t burn.” That’s a huge lie on two counts.

First of all, we are becoming more aware of the volatility of light-weight construction materials and how that relates to rapid fire spread and structural collapse. And secondly, even if their building materials were not the problem, the building envelope has nothing to do with the rapid spread of fire of the building contents which now create fire scenarios where “flashover” can occur as early as three minutes after ignition and in most cases before the local fire department is out of the fire station on their way to the fire. Fire Departments need to stop measuring “response-time” and start thinking in terms of “Total Intervention Time” (TIT). That’s the total time from start of fire ignition to the time when fire crews are able to put water on the fire in the room or area where the fire started before flashover occurs. The average Total Intervention Time across America today exceeds ten minutes and that’s simply too late to save the occupants. If fire departments would measure TIT, then they would fully realize that most of their firefighting tactics are going to be in a “defensive” format. That helps to stop the waste of firefighter lives but it does relatively nothing to prevent the deaths of the occupants in those unprotected homes. The City of Redmond, Washington was able to get a local ordinance passed through huge State Building Code Council roadblocks because they focused on the fact that they would not be able to properly mitigate “fast spreading content fires” and they needed fire sprinklers in the homes to properly protect their citizens.

“If fire departments would measure TIT, then they would fully realize that most of their firefighting tactics are going to be in a “defensive” format. That helps to stop the waste of firefighter lives but it does relatively nothing to prevent the deaths of the occupants in those unprotected homes.”

They were not embarrassed to be honest and say it like it is. Redmond Fire Chief Tim Fuller was also adamantly opposed to the risk of losing one of his firefighters in a fire where a death could have been prevented with residential fire sprinklers.

We can win this war this September in Minneapolis when people who really care about needless death and suffering vote yes to having residential fire sprinkler protection included in the International Residential Code. If you are eligible to vote, please go and change the world to the way it should be. Log on to www.ircfiresprinkler.org for details on how you can get there.

On October 5, 2008, at the beginning of Fire Prevention Week, our grateful nation will be honoring its fallen firefighters in a Memorial Service in Emmitsburg, Maryland. This national tribute will conclude with the unveiling of plaques listing the names of the 2007 fallen firefighters and others being honored that died in previous years. Next year, Captain Robin Broxterman and Firefighter Brian Schira will be among those who laid down their lives for the people they serve.

Pray for the remaining families and for a change in attitudes so fire sprinklers can reduce this unacceptable toll of needless death and pain ☹

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NFSA Training Seminars: “What’s New”

BY BOB TREIBER

In the last 12 months several new on-site seminars have been developed for AHJs, Design Professionals, and Contractor’s training needs. The new seminars available are:

- One-Day NFPA 13, 13R, and 13D 2007 Edition Update
- ½ Day Fire Pump Layout and Sizing
- ½ Day Foam Water Sprinkler Systems NFPA 16
- ½ Day Low, Medium, High Expansion and Compressed Air Foam Systems NFPA 11
- ½ Day CPVC Piping Installation Requirements and Procedures
- ½ Day Commissioning and Acceptance Testing of Sprinkler Systems

At the present time there are 24 on-site seminars available to help you meet your training needs. To find out more on water-based fire protection training available from the NFSA you can contact Dawn Fitzmaurice, the NFSA seminar coordinator at 845.878.4200 ext. 133. Dawn can provide you with a copy of the NFSA Training & Education brochure that lists of all the NFSA on-site seminars available along with a brief description of each seminar.

Hosting NFSA Seminars:

There are several ways that you can host an on-site NFSA seminar. If you are an

Authority Having Jurisdiction (AHJ), contractor, professional association, such as building or fire official group, or any business that needs water-based fire protection system training, the National Fire Sprinkler Association can meet your needs.

The first way is to be a host sponsor. The sponsor needs to provide a training location that will hold a minimum of 30 students in a table and chair arrangement. The site needs an adequately sized screen for the room, power supply, comfortable heating or cooling system, adequate lighting controls, adequate blinds or curtains that allow control of outside lighting, restroom facilities and adequate parking.

If you can provide a facility that can meet the above conditions, NFSA will allow up to three free attendees from your organization or agency to attend or provide your organization with a contribution fee equivalent to three attendees. The sponsor can pick any of the on-site seminars described in the NFSA Training and Education Programs catalog.

The sponsor is also asked to provide the morning refreshments, NFSA will provide the instructor, LCD projector, high quality workbooks and professional certificates, and will provide regional and nationwide advertising. The NFSA seminars are approved in many states for building and fire official training credits, ICC and NFPA continuing education credits and NICET continuing professional development units.

If you need other types of credit or certification, NFSA will work with you to

secure the needed certifications. If you have any question, contact me at treiber@nfsa.org or the NFSA Regional Manager in your area. At the NFSA website you will find a tab on the left side that will lead you to the NFSA Regional Managers or to the NFSA training site by clicking on the “Departments” link.

Another way to sponsor an NFSA seminar is to select a contracted seminar that is based on per-day fees and includes the cost of an instructor, instructor travel expenses and projector. There is also a workbook fee per student.

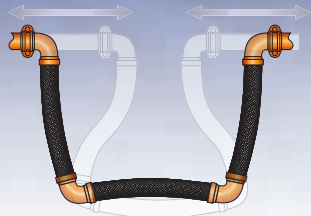
The contract seminar sponsor is responsible for collecting any fees that they decide to charge for the seminar. Many sprinkler contractors conduct these seminars for the AHJs and clients in their region. It provides an opportunity to get to know each other and ensures that the AHJs have up-to-date knowledge of the installation standards. If you are interested in a contract seminar, please contact me. ☎



Bob Treiber

Based in Centerville, Ohio, Bob is NFSA's Director of Training & Education.

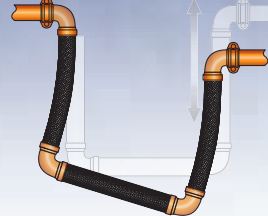
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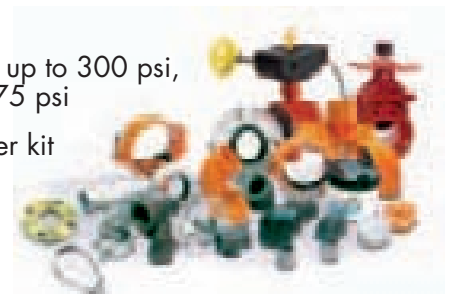
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tlantis. Its very mention conjures up visions of a mythical utopia so beguiling that even the Lord of the Ocean, Poseidon, could not resist. With much to live up to, its name sake, a magnificent family-oriented resort nestled on a strand of gold surrounded by the turquoise waters off Paradise Island in the Bahamas, did not disappoint.

Guests arriving at the Royal Tower – the signature building of many on the property – get an immediate sense of its enormity. Pillars tower from the sea floor skyward making you feel like you are entering the ruins of an ancient city. If you are not immediately in awe of your surroundings, your first step into the lobby transports you. The ceiling, or more accurately, rotunda, is a work of art, like one would expect to see in an ancient sea mariner’s museum. It is, in a word – breathtaking.

Passing through the lobby and down one floor on a palatial staircase in the middle of an expansive room puts one at the center of attractions. In what defies description is an extraordinary interface between first-class terrestrial creature-comforts and those of a world teeming with sea life. It’s an aquarium like no other on the planet. Fitted with giant glass floor to ceiling viewing areas, this is just one of many – certainly the most spectacular – places throughout the property where guests are made to feel they share the same space with the likes of giant tarpon, menacing hammerhead sharks and a host of reef species too numerous to even imagine. It’s quite the experience – truly unforgettable.

So while the words Awesome and Astounding tend to be used more casually in today’s conversation, they are certainly two words not used out of context when describing Atlantis. If you missed out on NFSA’s Annual Seminar this year, you missed a world-class “A-squared” event. To follow are just a few impressions made during the conference. *Enjoy!*



NFSA Chairman of the Board Gregg Huennekens opens the conference with welcoming remarks



NFSA Pacific Northwest Area Director Jeff Bennett makes the "Rest Assured" Award presentation to Nelson O'Kelley, Atlantis VP of Facilities



NFSA Executive Vice President Russell Fleming makes Technical Service Award presentations to Frank Hill and Lew Zimmerman. Now retired, both were long-time members of NFSA's Engineering Standards Committee.



Announced as this year's recipient of the prestigious Golden Sprinkler Award, Kevin Fee receives a congratulatory embrace from his brother Frank.



A deep sense of pride is evident on the face of Candida Fee as she applauds her son's recognition.



Last year's Golden Sprinkler Award recipient, Bob McLeod, makes this year's presentation to Kevin Fee.



Congratulations! Fee family



NFSA President John Viniello makes his annual "State of the Industry" address.



John Viniello and Gregg Huenekens congratulate Kevin Fee.



As an incentive, NFSA raffled off a large-screen television. John Viniello presents the winner, Steven Riggle, with Circuit City gift cards totaling \$1,500.



Five generations of Golden Sprinkler Award recipients: John Viniello, 2005; Bill Oliver, 2006; Kevin Fee, 2008; Frank Fee, 1998; Joe Wiginton, 1995



NFSA staff assistant Diana Romano and husband Jack enjoy the Welcome Reception on the Royal Deck.



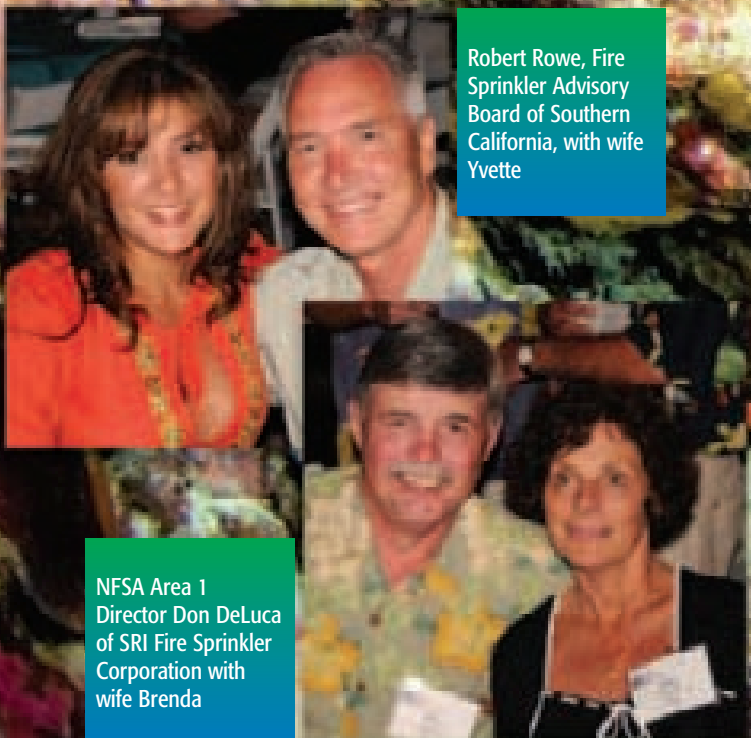
Albert "Chip" Bozeman, Jr., Milton J. Wood Fire Protection, and daughter with wife Kim



Sisters Lori Bernhardt and Terry Koziel of Livingston Fire Protection share a moment with Michael "Woody" Witzcak of Victaulic



Bo Hjorth of AlbaCon AB with wife Sirry and their children Milla, Markas and Morgan



Robert Rowe, Fire Sprinkler Advisory Board of Southern California, with wife Yvette

NFSA Area 1 Director Don DeLuca of SRI Fire Sprinkler Corporation with wife Brenda



If you haven't seen them lately, they have grown up at NFSA; In the foreground are Russ Fleming's children David, Maggie and Natalie. In back are Katie and Emily Kozlowski, daughters of Jeanne Kozlowski NFSA's Financial Controller



Frank and Rhonda Monikowski enjoy a great evening with Terry and Robin Victor



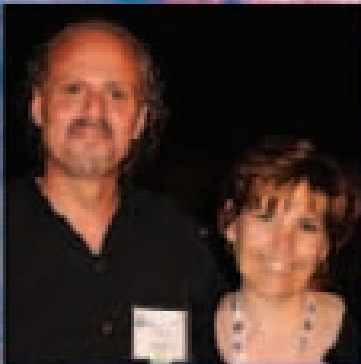
While the competition heats up in the volleyball tournament on the beach...



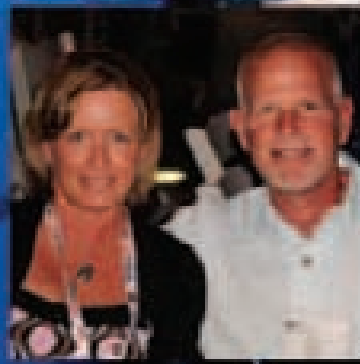
Randy and Liz Voorhies of Nelson Fire Protection



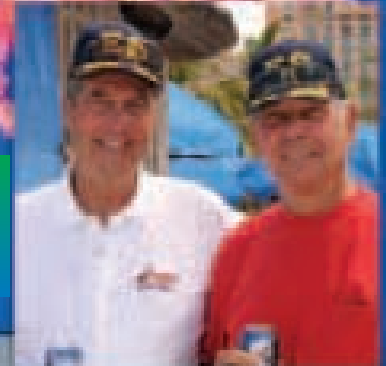
NFSA Director of Membership, Karyn Hudgens, with daughter Dana



Rich and Diane Ray of Cybor Fire Protection



Mark and Julie Adair of Dalmatian Fire



... the elder – and obviously wiser – statesmen, Jay Livingston and Joe Wiginton, enjoy a refreshing, cold brew in the shade



Having to battle through the losers bracket after an opening round loss to eventual champs, Livingston, the Wig Rags claim second place in a highly contested volleyball tournament



Michelle Hoffman, Ferguson Fire & Fabrication, NFSA SAM Council Chairman Chuck Kitts of System Sensor and Debbie and Bob Bussiere of Allied Tube & Conduit



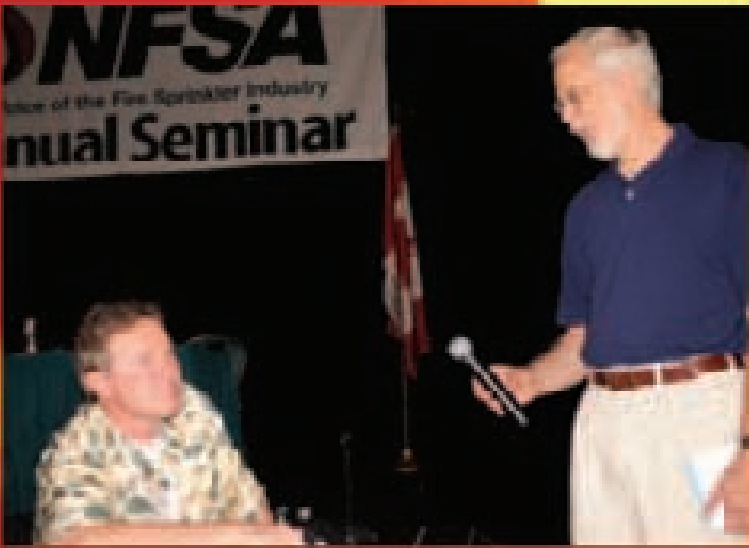
Defending champs Team Livingston emerged victorious yet again, having swept through a very competitive field undefeated. Congratulations!



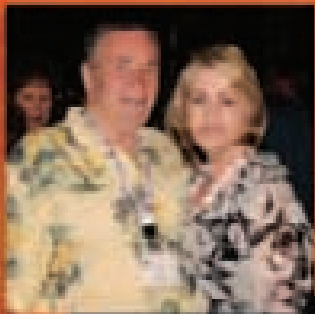
Common Voices advocates Amy Acton and Donna Henson and NFSA's Director of Public Fire Protection, Jim Dalton, jam with the locals



The Bachuway's and Dabade's of AST Fire Protection



Russ Fleming introduces Larry Maruskin, USFA-ret., who NFSA presented with a Certificate of Appreciation for his many contributions to the cause of fire safety through his support of fire sprinklers



Bill and Mary Connor of Midwest Fire Protection



The Kenz family of Southwest Fire Protection



John Viniello congratulates "closest to pin" winners Bob McLeod, Lou Mirenda and Floyd Thomas

*NFSA Annual Golf Tournament
Ocean Club
Paradise, Island, Bahamas
May 14, 2008*

Low Gross:

- 1st - Scott Hauser
- 2nd - Frank Monikowski
- 3rd - Bobby Eagle

Closest to Pin

- #8 - Lou Mirenda
- #12 - Bob McLeod
- #14 - Floyd Thomas

Low Net:

- 1st - Kevin Bates
- 2nd - Dean Taylor
- 3rd - Mark Erickson

Special thanks to the ladies who participated in the tournament.

- Denise Voronoff
- Barbara Fee
- Peggy Thomas

Longest Drive:

- Bruce Hermanson



Golf tournament prize winners with John Viniello include Brian Reef (accepting for Dean Taylor), Mark Erickson, Bobby Eagle and Frank Monikowski



Fred and Ginger have nothing on Morten and Hege Sundby of Sprinklerspecialisten



Bodo and Andrea Mueller of Job



If you can do the Boogaloo, the Shimmy Shimmy Shakedown contest is for you. Finalists Sandy Hollis, Cheri Brown and Yolanda Schwendiman let it all hang out.



And the winner is ... Sandy Hollis of Southern Fire Protection of Orlando

As the sun sets over Atlantis and another memorable NFSA Annual Seminar, preparations are already underway for next year's Annual Seminar & Exhibition at the Omni ChampionsGate in Orlando. Remember to mark the dates, April 29 – May 2, 2009.

Special thanks go out to Buddy Dewar who took all the photographs used in the Annual Seminar section.

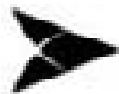


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The Death of Limited Service Controllers

BY KENNETH E. ISMAN, P.E.

The 2010 edition of NFPA 20 is going to mark the passing into oblivion of a piece of equipment used in fire protection for more than 60 years, the Limited Service Controller, which was first introduced by the insurance community in the post World War II era to work with Limited Service Pumps. During the development boom that followed World War II, many shopping centers were popping up in rural and suburban communities with limited water supplies. The Limited Service Pump and Controller were specifically developed to help sprinkle these buildings at minimal cost and a new chapter was added to NFPA 20 called, “Special Fire Service Pumps”.

The limited service pumps were available in rated capacities of 150, 200, 300 and 450 gpm with net pressure ratings between 40 and 100 psi. The pumps were restricted to being used at 130% of their rated flow (rather than the 150% allowed for full service pumps) due to the concern about taking too much water from the limited water supplies they were connected to. With the relatively small flows and reasonable net pressure ratings, the limited service pumps usually only needed electric motors rated for 15 to 25 horsepower.

NFPA 20 originally referred to Limited Service Controllers as “controllers for limited service pumps”, but almost from the beginning, Factory Mutual started to authorize the use of these controllers with regular fire pumps up to 30 horsepower. When other insurance authorities followed suit, the demand for Limited Service Pumps diminished and most

of the listings of Limited Service Pumps disappeared over the years. The Special Fire Service Pump chapter of NFPA 20 was eliminated in the 1980 edition of NFPA 20. Only one pump manufacturer continued to make a Limited Service Pump after that, Patterson, which continued to have its Limited Service Pump approved as recently as September of 2006. Underwriters Laboratories does not list the Limited Service Pump because it dropped the category after the 1980 edition of NFPA 20 was published.

But the limited service controller continued to live on after 1980, being used with regular fire pumps. The Limited Service Controllers met many, but not all, of the requirements of the “Full Service Controllers”. Note that the term “Full Service Controllers” is not defined in NFPA 20, but will be used in this article to refer to controllers that meet all of the rules of NFPA 20 and the listing laboratories and are not Limited Service Controllers.

Major Differences

There are two major differences between Limited Service Controllers and Full Service Controllers. The Limited Service Controllers do not have isolation switches and they use a different type of circuit breaker that is less robust and more likely to burn out under extreme current conditions. A Full Service Controller utilizes a circuit breaker that will trip in 8 to 20 seconds if the motor is experiencing locked rotor current. Locked rotor current is the maximum current that will occur with a motor. It will happen when the motor is trying to turn but is

prevented from moving by some external force, such as a rock stuck in an impeller that prevents the pump from rotating. Locked rotor current is generally six-times the current drawn by the motor under normal operating conditions.

People that have not liked Limited Service Controllers have pointed to the different circuit breaker as a serious flaw in the use of these less expensive devices. They argue that if a locked rotor current condition occurs with a Full Service Controller that the circuit breaker will protect the controller and the motor by tripping, which will allow a person to report to the pump room, clear the problem causing the locked rotor condition, and then allow the pump to start and run, providing fire protection, while the Limited Service Controller in the same condition would allow the controller and motor to burn up after experiencing locked rotor current for a significant period of time, preventing anyone from being able to provide fire protection.

The people that like to use Limited Service Controllers counter this discussion with a more realistic appraisal of what happens

CONTINUED ON PAGE 30



Kenneth E. Isman, P.E.

Vice President, Engineering for NFSA. Ken represents NFSA on the NFPA Technical Committee on Sprinkler Systems Installation Criteria.

CONTINUED FROM PAGE 29

during a fire. If the locked rotor condition occurs, it is likely that the building and its contents would be lost long before someone could report to the pump room with the proper tools and knowledge to take the pump apart and clear whatever was causing the locked rotor condition. They argue that the reduced cost of the Limited Service Controller helps to get fire protection into buildings that would not normally have afforded fire protection, and therefore increases the protection being given to the public.

Over the years, Limited Service Controllers found a niche in two different markets. The first was the residential market. Under NFPA 13D, pumps and controllers are not required to be listed, so very few controllers complying with NFPA 20 were sold in this market. However, there were some building owners that installed NFPA 13D systems that wanted greater protection than the minimum requirements of NFPA 13D. These owners wanted a listed product, and the

Limited Service Controller fit the bill.

In addition, many of the fire pumps installed for NFPA 13R systems have been Limited Service Controllers over the years. NFPA 13R requires relatively small flow and pressure demands while also requiring the pumps and controllers to meet NFPA 20, so the Limited Service Controller was perfect for this market. The people interested in purchasing Limited Service Controllers for this market were not concerned with the different type of circuit breaker since the life loss would be the same in a residential occupancy if a locked rotor condition occurred and a fire pump could not turn regardless of the type of controller. Even if a Full Service Controller was installed, the life loss would occur in a residential fire long before someone could report to the pump room and clear a locked rotor condition.

With cost being a major factor in determining whether or not residential occupancies get fire sprinklers, and with 80% of fire deaths happening in residential occupancies, the

supporters of Limited Service Controllers found this to be a good way to get listed fire protection devices into inexpensive systems for their customers.

A second market for Limited Service Controllers developed with foam/water fire protection systems. Some foam/water systems need a foam concentrate pump to move the liquid concentrate to the location where it will be mixed with water to make foam solution. The foam concentrate pumps are typically positive displacement pumps that only need to push 150 gpm (or less) at very low pressures. As such, these pumps only need 7 or 8 horsepower motors and for a long time, there were no Full Service Controllers on the market that were listed for such small motors. The only controllers that could handle this low horsepower rating many years ago were Limited Service Controllers. Since people got used to using these Limited Service Controllers for these foam/water systems, they continued to use them, even when Full Service Controllers became available

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CONTINUED FROM PAGE 30

and listed for use with very small motors.

Section 6.2.7.9 of NFPA 409, *Standard on Aircraft Hangars*, specifically allows the use of Limited Service Controllers for foam concentrate pumps protecting Group I and Group II aircraft hangars (the larger hangars protecting more valuable aircraft). The basic thought process is that the different circuit breaker does not matter. If the foam system does not start making foam within the first minute of system activation, the aircraft will be lost and getting a person to the scene to clear a locked rotor condition when it occurs will be too late anyway, so they do not see the need to require a Full Service Controller.

During the last three or four cycles of NFPA 20, there have continuously been requests to eliminate the existence of the Limited Service Controller. Some AHJ's have been concerned that the Limited Service Controller is not as robust a piece of fire protection equipment as its Full Service counterpart. Other people are concerned that the building owners did not know that they were receiving a piece of equipment that did not have all of the features of a full service controller. The controller manufacturers have bolstered these arguments because they would like to see their larger (and more expensive) product lines mandated rather than their less expensive alternatives.

In the past, the NFPA Fire Pump Committee has rejected these requests to eliminate the Limited Service Controller, but over the years, the committee accepted a number of proposals that required the Limited Service Controller to come closer to the Full Service Controller in design, making the cost differential between the two types of controllers smaller and smaller. Most recently, manufacturers of Limited Service Controllers stopped manufacturing them because they could no longer justify two different price structures for very similar products.

So, at the meeting of the NFPA Fire Pump Committee in February of 2008, the committee accepted a proposal to eliminate the Limited Service Controller from NFPA 20. With no manufacturers currently making any of the devices, there doesn't seem to be much that the NFSA can do to stop what is happening. Your representatives on the Fire Pump Committee will be submitting public

comments to try and reverse the committee's decision in the hopes that some future manufacturer might want to step into this market. But the handwriting is on the wall. The support for Limited Service Controllers has diminished to the point where this low-cost alternative for residential occupancies has been phased out.

And so, an inexpensive component in fire protection systems, that worked successfully for more than 60 years without any significant negative experience, is being eliminated as a viable design option. The 2010 edition of NFPA 20 will quietly mark the passing into oblivion of the Limited Service Controller. ☉



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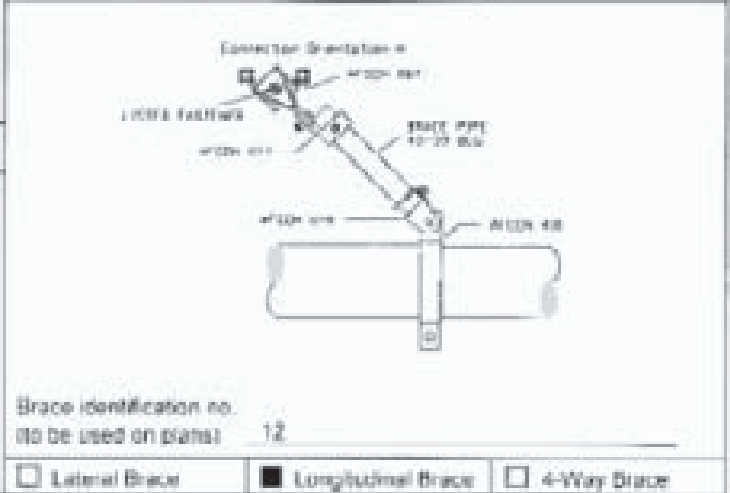
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Sway Bracing Calculations per 2007 NFPA 13

Project/Contractor Information	Seismic Brace Attachments
Project: <u>ARC COMPANY</u> Project Address: <u>1234 Main Street</u> Project City/St: <u>Brea, Cal 93307</u> Contractor: <u>AFCON</u> Contractor Address: <u>9600 Kingerman Street</u> Contractor City/St: <u>South El Monte, CA 91733</u>	Structure Attachment Adapter: # 067 Adapter 5th Web Joist Listed load rating: <u>2,015 lb</u> Structure Attachment Fitting: # 077 Attachment End (Locking) Listed load rating: <u>2,015 lb Adj. load rating per 9.3.5.10.3: 1,425 lb</u> Pipe Connection Attachment: # 078 Straight Attachment End Locking Listed load rating: <u>2,015 lb Adj. load rating per 9.3.5.10.3: 1,425 lb</u> Pipe Attachment Fitting: # 410 Pipe Clamp (For Sway Bracing) Listed load rating: <u>2,015 lb Adj. load rating per 9.3.5.10.3: 1,425 lb</u>

Brace Pipe Information	
Length of Brace:	<u>3 ft 5 in</u>
Diameter of Brace:	<u>1 in</u>
Type of Brace:	<u>Schedule 40</u>
Angle of Brace:	<u>45° to 59°</u>
Least Radius of Gyration:	<u>0.42</u>
L/R Value:	<u>200</u>
Maximum Horizontal Load:	<u>2,500 lb</u>

Seismic Brace Assembly Detail



Fastener Information	
<input type="checkbox"/> NFPA 13 Fastener	<input checked="" type="checkbox"/> Listed Adapter
Structural Supporting Member:	<u>Web Beam</u>
Orientation of connecting surface:	<u>90°</u>
Fastener Type:	<u>n/a (n/a)</u>
Fastener Diameter:	<u>n/a</u>
Fastener Length (under head):	<u>n/a</u>
Maximum Load:	<u>n/a</u>

Sprinkler System Load Calculation Sa: 1.15 Cp: 0.568 Cp per AHJ:

	Diameter	Type	Length (ft)	Total (ft)	0.568 Weight per ft	0.568 Total Weight
<input checked="" type="checkbox"/>	4 in	Schedule 10	80 ft	80.0 ft	6.69 lb/ft	615.48 lb
<input type="checkbox"/>	2 in	Schedule 10	15 ft	15.0 ft	2.40 lb/ft	41.40 lb
<input type="checkbox"/>	1-1/2 in	Schedule 10	40 ft	40.0 ft	1.73 lb/ft	79.58 lb
<input type="checkbox"/>	1-1/4 in	Schedule 10	40 ft	40.0 ft	1.43 lb/ft	65.78 lb
<input type="checkbox"/>	1 in	Schedule 10	80 ft	80.0 ft	1.03 lb/ft	94.76 lb
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
Brace Connection Valve/Fitting Factor: 2007 - 1.15 Total 0.568 weight of water-filled pipe						897.00 lb

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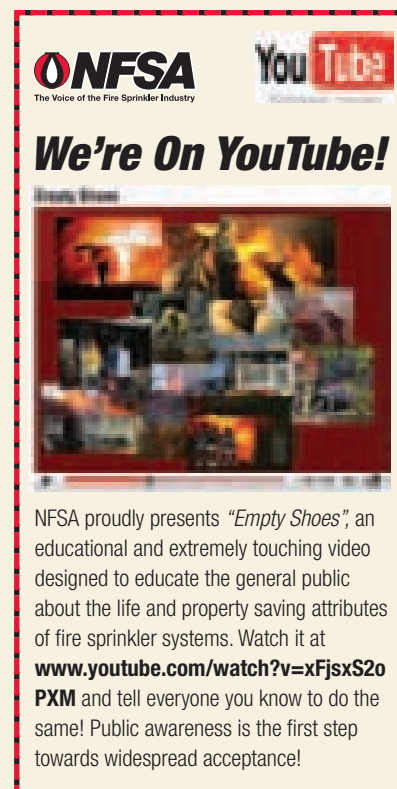
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St. Louis Fire Sprinkler Alliance Enhances Side-by-Side Burn Demos

BY WALLY MILLER

The St. Louis Fire Sprinkler Alliance is the Industry Promotion arm of the Greater St. Louis Fire Sprinkler Contractors Association. Under the direction of Chairman Dennis Coleman, John Schotz, Chairman of the IP Committee and Mike Mahler, Business Manager of Sprinklerfitters LU #268, a new tool has been added to enhance the way side by side burns are presented.

We started doing side by side room burns about five years ago. The plans for building the rooms were received from Tom Lia and Joe Copeland of the Northern IL. Fire Sprinkler Advisory Board, (NIFSAB).

In the past, room sections were transported to the site and had to be assembled for the demonstration. This meant that weather conditions and available manpower played a huge part in determining when and where the rooms could be assembled. It also meant the rooms could be vandalized, as they were sometimes on site for a couple of days. Members of LU#268 came up with a plan to address these problems. A flatbed trailer was purchased and now the rooms are assembled on the trailer inside LU#268's building. The rooms are "weatherproof" and first indications are, easily transported. After arriving on site, a few pieces of plywood are removed, the rooms receive their final "decoration," the water supply is hooked up to the sprinkler riser and they are ready to go.

The perceived problem of this concept was that the burn room that goes to "flashover" would do damage to the trailer and possible damage to the sprinklered room. This was not found to be of any consequence. There has been no damage to the trailer after the burns. The trailer can now be delivered as little as one hour before a demonstration and can be removed shortly after the demonstration.

Once the rooms are retrofitted, they are available for immediate use. We do demonstrations at local safety fairs, seminars for AHJ's and municipal festivals.

Please feel free to contact us if you have any questions.

Contact information:

Wally Miller, Program Coordinator.....wally@stlfsa.org

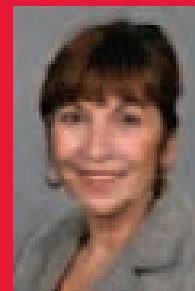
John LaVenture, Program Manager.....john@stlfsa.org



For this issue I am turning my column over to NFSA member, Wally Miller, of the *St. Louis Fire Sprinkler Alliance*. Wally sent in the following article regarding an innovative way to do a side-by-side burn demonstration. The article was previously published in *FPC* magazine.

I encourage others to follow in Wally's footsteps. The membership section of *SQ* is your section. If you have something you'd like to share with your fellow members, please send it to me. Whether it's an article, photos, an idea, or an opinion, I want to hear from you. I am hoping to make the membership section of *SQ* a sounding board for all NFSA members. It's a great place for give and take and to bounce around new ideas or suggestions.

Send material to me at hudgens@nfsa.com. Please keep my email address on file. Make it easy to send me anything you feel is important to you. What better way to reach other members than through *SQ*. I look forward to hearing from all of you.



Karyn Hudgens

NFSA's Director
of Membership

Oliver Sprinkler Celebrates 45 Years as NFSA Members

In 1957, Leland (Lee) Oliver started the Oliver Sprinkler Company (OSCO) in the attic of his home in Bryn Mawr, PA. In 1967, Lee's son Bill Oliver joined the company as a sprinkler fitter apprentice in Philadelphia Sprinkler Fitters Local 692. In February 1969, Lee Oliver unexpectedly passed away. This left the company and the family in the hands of his 23 year old son Bill. At that time the Company consisted of Bill Oliver, Tom Geist, Ed Cobb, Sam Veneziano, Secretary Emma Reynolds, and 12 sprinkler fitters.

In 1970 and at the age of 24, Bill Oliver became the President of Oliver Sprinkler Company. Bill met the task well. The company moved to its current home in 1975 at 501 Fehelley Drive in King of Prussia, PA and went on to become one of the largest sprinkler companies in the Philadelphia area. Simultaneously Bill and OSCO became very involved with NFSA to help shape the automatic fire sprinkler industry. In 2000 Richard (Dick) Oliver became President of OSCO following Bill's 30 year tenure and "semi-retirement." Under Dick's tenure Oliver Alarm Systems was born on April 1, 2003, led by Russ Walters. Dick retired in 2005 and is succeeded by his son, David Oliver who is the current President of the company. •



Yumi Mizutani (right) accepts an NFSA 35th anniversary plaque for Active Fire Sprinkler in Brooklyn, New York from NFSA Northeast Regional Manager, Dom Kasmauskas on behalf of Morti Hirsch.



Richard Levine (right) of Capitol Fire Sprinkler in Woodside, New York accepts an NFSA 35th anniversary plaque from NFSA Northeast Regional Manager, Dom Kasmauskas.

NFSA Mid-Atlantic Regional Manager Ray Lonabaugh (left) presents a 35th anniversary plaque to Frank Rich Jr. of Rich Fire Protection in Pleasantville, New Jersey. Rich Fire Protection, part of the API Group, has installed automatic fire sprinklers in many of the Atlantic City Casinos and Hotels.



The New Buck-a-Foot: Three Bucks-a-Foot (for now)

BY BARRY WATERMAN

Probably don't remember this exactly the way it happened. You get to a certain point in life and that seems to happen more frequently. My mother (who is 95) still is remarkably clear-headed, but she gets her recollections mixed up more frequently all the time. I think I'm on that same path, just a few miles behind.

Anyway, what I seem to remember is that for most of my career, sprinkler systems cost about a buck a foot. I recall this being a widely held expectation created by those who never priced, sold, installed or hoped to be paid for an actual sprinkler system.

Even more confusing to me is that some of my contracting brethren continually tried to meet, or, even worse, did meet this expectation. Notice the verbs I have used to describe these fellows are in the past tense. This is how we speak of them, because there is no present for these buck-a-foot guys. They are gone.

How can this be so, or am I just not remembering it right? I mean, how could the cost of our systems never be affected by inflation, as every other commodity is? I cringe when I think of the value our industry has donated to the building environment in the last 30 years by trying to meet the cost expectations of others.

Shouldn't we be smart enough to know our own costs and then charge something more than that to our customers? Okay, I guess enough of us have survived, which tells me that some contractors did know how to price our product. Still, as I say, I seem to remember a lot of times when the buck-a-foot mantra was chanted and nobody objected.

Or you would meet with customers and give them your proposal, "Uh, what happened to a buck-a-foot?" It was obvious that at

some point in the planning stage of his project the guy had heard the magic figure for the cost of sprinklers.

I'm not sure we responded well in these situations. We should have said something like "That buck-a-foot stuff was unrealistic fifteen years ago, and it is hopelessly outdated now. What other part of your project isn't more expensive these days?" Instead we started to mumble something when the customer said, "Well, I got a price right here from Fly-by-Night Fire Protection for just around a buck. You know those boys?"

We did a lot ourselves to perpetuate the buck-a-foot myth. Could we please have a moment of silence for Fly-by-Night Fire and the rest of the buck-a-foot crowd?

I know we aren't supposed to talk amongst ourselves about prices – collusion and all – but it just hurts to see us stuck in this rut. In the age of the sound bite, I believe our new canned response to cost questions about our product needs to be "Three Bucks-a-Foot."

If I am accused of something, I can use what I call the Steve Martin defense because of my occasional sketchy memory. Martin did a funny routine where if he was accused of robbing a bank or something, he just said, "I forgot." Then the judge would say, "This poor man forgot robbing banks was a crime. Case dismissed." This may seem silly to some, but I think it is pretty persuasive. "I forgot collusion was illegal." Who would convict me?

Besides, price collusion, as well as inflation, is rampant. Look at gas prices. Not only have gas prices gone way up, but all the stations are right around FOUR BUCKS a gallon, and I haven't heard any crying about collusion. Actually, the former owners of Fly-by-Night Fire were selling gas for three

bucks, but they just closed down...only kidding.

By any known comparison, with innovation and ingenuity, we have done better at containing our prices than anything I can think of. Try to remember what things cost 30 years ago. Housing? Cars? Gasoline? Food? Pipe? (ouch) A six-pack? Good grief. A lot of those things are ten times what they were in 1978. An increase from a dollar per unit to three dollars per unit should be something we brag about.

The problem is that we presume that if you are reading this, you are an NFSA member. You don't see a lot of SQs in doctors' offices and barber shops. If a contractor cares enough to support a national trade association, he probably also cares enough to run a fairly sensible business. It's the Fly-by-Night Fires and the other knuckleheads who won't join an association that need to be shaken up.

Until we figure out a way to do that, I guess the best we can do is make sure we do what we can to demand fair prices and continue to stress the value of what we provide regardless of the cost. At three bucks-a-foot – or more – the outcome of a fire in a property with a fire sprinkler system is still a bargain. That's one thing I haven't forgotten. 🐾



Barry Waterman

Independent consultant to the Northern Illinois Fire Sprinkler Advisory Board.



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Just the Facts: Residential Fire Sprinklers in the IRC

There are many reasons why NOW is the time to change the IRC and establish residential sprinklers as part of the minimum safety package set forth in the national model code for residential construction. Substantial justification was offered last cycle and the merits of including residential sprinklers in the body of the IRC was recognized by a majority of the voting ICC membership, but not the two-thirds needed to overturn the committee's original action.

More than 30 years have passed since the concept of residential sprinklers was born, and in that time, the technology has matured greatly. Nevertheless, roughly 100,000 Americans have lost their lives in residential fires in that same time frame. The fact is, if 3,000 people were killed in one incident every year, no one would argue against expending the necessary resources to prevent the catastrophe from happening again. But since most residential fire deaths happen by one's and two's, most don't receive national attention. The solution to this problem is at hand, and yes, now is the time to set out on a path that will protect current and future generations from the destruction brought by residential fires.

The following addresses many of the issues raised in opposition to moving residential fire sprinkler requirements from the appendix to the body of the IRC:

ASSERTION: System freeze-ups will cause problems in cold climates.

FACT: Fire sprinkler systems pose no greater

risk of freezing than domestic plumbing if the system is properly designed and installed.

ASSERTION: Fire sprinkler installation costs will soar in jurisdictions where local water purveyors inflate the cost of larger water taps.

FACT: This is not a building code issue, and local fees should not serve as an impediment to national policy established by the IRC. The sprinkler industry, the fire service and the home builders need to work together to make sure that such outrageous fees are not charged by local utilities.

ASSERTION: Fire sprinklers negatively impact the affordability of housing.

FACT: Recent surveys of fire sprinkler costs for affordable homes in the 1,000 – 1,200 sq. ft. range showed that the added cost of materials related to sprinkler installation required less than 8 hours of additional labor. While no cost increase is inconsequential when dealing with affordable housing, the significant fire safety benefits gained by installing sprinklers for such a small cost certainly appears to be money well invested.

ASSERTION: The public doesn't want residential sprinklers.

FACT: A recent national poll conducted by Harris Interactive of over 1,000 adults revealed that:

- o 45% of homeowners said that a sprinklered home is more desirable than an unsprinklered home,
- o 69% of homeowners said that having a

fire sprinkler system increases the value of a home, and

- o 38% of homeowners said that they would be more likely to purchase a home with fire sprinklers than without. However, 48% of homeowners cited water damage as the reason they would not want to install a sprinkler system. This clearly indicates a need for public education on the operation and reliability of fire sprinkler systems as being a major component in enhancing public support and demand for sprinklers.

ASSERTION: Homes built in accordance with the IRC are already safe; older homes pose the greatest risk to fire.

FACT: Most residential fires resulting in loss of life are caused directly or indirectly by human behavior. The most realistic approach to gauging the risk of fire death within the home is to examine among other factors, the occupancy density, socioeconomic status of the occupants and their age. The median age of the U.S. home is 32 years; therefore, more people live in older homes. The homes we build today are the older

CONTINUED ON PAGE 40



Jeff Hugo

Based in Essexville, Michigan, Jeff is NFSA's Manager of Codes.

CONTINUED FROM PAGE 39

homes of the future and we must take steps to protect them now.

ASSERTION: Smoke alarms are enough.

FACT: While smoke alarms are largely responsible for the significant reduction in fire deaths over the past 30 years, they do not stop the spread of fire, protect property or firefighters.

ASSERTION: Homes with no public water supply make it impractical and too expensive to sprinker.

FACT: There are design options available that make the use of a well a viable water supply.

ASSERTION: Residential fire sprinkler systems require excessive maintenance to be reliable.

FACT: Residential fire sprinkler systems are essentially maintenance free. Multipurpose systems have no maintenance requirements at all, and stand-alone systems only require an occasional test of the water flow alarm, if provided. None of this maintenance would need to be performed or witnessed by the fire department.

ASSERTION: There will be a shortage of trained labor and inspectors.

FACT: While that is true today, the sprinkler industry and code officials will respond once the IRC has been revised. There are already positive examples of this in jurisdictions that have passed residential sprinkler ordinances.

ASSERTION: Fire sprinklers leak and cause mold damage.

FACT: Residential fire sprinklers pose no more risk of leakage than the domestic plumbing.

ASSERTION: Residential fire sprinkler requirements are better left in the appendix.

FACT: This approach will certainly be appealing to some because it delays the sprinkler issue and gives home builders a leg up in fighting sprinklers at the local level. However, isn't it time to give local code officials the leg up? Code officials who have been through the local adoption process understand that it's much easier to justify taking something controversial out of the

code than to add something new during an adoption review. With respect to residential sprinklers, code officials well know that arguing them into the code at the local level is an uphill climb given local politics and the strength of local home builder associations. Putting the sprinkler requirement into the body of the IRC certainly won't end the local debate, but it will at least put the burden on the home building industry to justify making an amendment to take sprinklers out. Local code officials would then have a respectable chance of keeping the sprinkler requirement. Other codes including the Uniform Fire Code, the NFPA Building Code and the Life Safety Code have already set a moral precedent by adding mandatory dwelling sprinkler requirements in their 2006 editions. The IBC and IFB have also done their parts by now requiring all residential occupancies within their respective scopes to be protected by fire sprinklers. Now it is time for the IRC to do the same.

CONCLUSION: Unlike many issues faced at code hearings, THIS change strikes directly at the heart of America's fire problem. Opponents of residential sprinklers have a record of fighting just about every initial effort to improve dwelling safety. The same groups initially fought against smoke detectors, ground fault interrupters and mandatory sprinklers in multi-family residential occupancies. On each of these topics, code officials heard the same predictions of gloom and doom, but once the codes moved forward to require these features, the home building industry proceeded without so much as a detectible bump in the road. As years passed, prices for all of these features decreased, some dramatically, and technology advanced to create better, yet less expensive products.

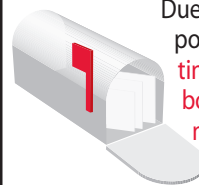
The scenario for residential sprinklers will play out in exactly the same way. It is time to recognize that it is simply good public policy to provide residential sprinklers in new home construction...to protect the public, to protect firefighters, to reduce the impact of new home construction on community resources, and to transfer the responsibility for new home fire protection from the general public to developers and homeowners who create the increased demand. No one will argue that sprinkler technology cannot be improved or made

more cost efficient. However, the best way to promote such improvements and efficiencies is by establishing a requirement for residential sprinklers in the IRC. This will bring all of the national model codes into agreement on this issue. An IRC sprinkler requirement is the best thing that code officials can do to drive enhanced competition in both technology and price to bring about better and less expensive residential sprinkler systems.

By making the change now, code officials and affected industries will have several years to prepare for mandatory residential sprinkler requirements. A change approved this year will be realistically adopted for the first time in 2010, and widespread adoptions won't begin for a couple years after that. So, changing the code today provides buffer years before there will be a widespread impact on home construction. During this period, sprinkler technology will certainly be improved and made even more affordable.

It seems fair to say that most people familiar with residential sprinklers, even home builders, recognize that residential sprinklers will eventually become a standard feature in new home construction, so why wait? The best method of overcoming perceived obstacles is to place the sprinkler requirement into the IRC, stop focusing on the debate and start working together to efficiently integrate residential sprinklers into new home construction. ☺

NFSA ADDRESS CHANGE



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Road. As such, please discontinue the use of the P.O. boxes in all correspondence, payments, billings et al. sent to NFSA headquarters in New York. The post office will forward from the P.O. boxes for a while, but at some point in 2007 will stop honoring the forwarding instructions.

Protecting the Bottom Line – Managing the Legislative Process

T

he legislative process encompasses many barriers that must be overcome before the interests of our industry will be effectively heard. Influencing legislators is a function of “power.” Most Legislators respect power.

Power is built or taken, not a given. Building power comes from effective development of an advocacy. Think of the number of votes your advocacy represents as your power base. In the Legislative process, it is not what is right or wrong; it is what is doable. Getting our interests favorably heard over the outcries of influential opposition simply requires the development of an advocacy or coalition, a “power” base of those who have common interests.

The construction industry in Florida has formed a coalition to build the power base needed to influence the legislative process. The Florida Construction Coalition requires any construction trade wishing to join to have a full-time lobbyist available to work with the team. The Florida Fire Sprinkler Association, a chapter of NFSA, is a founding member of the Construction Coalition and I, a registered lobbyist, served as its Chair from 2003-2005. Workers’ compensation reform has been a major success of the Construction Coalition – rates reduced by over 50%. But there have been many other significant successes emanating from working together – a team effort of the Florida Construction Coalition.

Construction Defect Law

A water stain starts to spread in a ceiling tile around a fire sprinkler head. The owner

contacts his attorney. The attorney files a lawsuit against the general contractor, the roofing contractor, the HVAC contractor, the fire sprinkler contractor and every possible person that can be targeted. The fire sprinkler contractor determines that the water stain is coming from a roof leak. There is this uncanny propensity for a roof leak to find a fire sprinkler pipe and flow to the low point. The fire sprinkler contractor files a motion to be removed from the lawsuit. But the owners’ attorney says “I am not sure you were not part of the defect cause but for a \$40,000 settlement I will let you out of the lawsuit.” Then the fire sprinkler contractor’s insurance company determines that it is cheaper to settle than to fight the water damage in court and they quickly settle. When the fire sprinkler contractor renews their insurance they find out that they have a claims history that is now driving up their premium.

To me this legal tactic is abusive and kin to that of robbing the corner grocery store. This scenario used to happen in Florida but no longer does because of the Construction Defect law that passed in 2004 for residential property; the occupancy classification that experienced the vast majority of the construction defect lawsuits. It was a certainty if you were involved with the construction of a condominium, you were involved in a lawsuit. There were naysayers who said this construction defect law will not work and the owner, through their attorneys, would continue to press forward with these shotgun lawsuits. Once the door was closed on residential, the construction defect lawsuits rose sharply on commercial property. Through the Construction Coalition efforts we were able

to expand our Construction Defect law to include commercial property in 2006.

What does the Construction Defect Law do? It prohibits shotgun “everyone gets sued” lawsuits. The owner must give the contractors the opportunity to identify which trade caused the construction defect. If the 90 day notice is not filed, the judge has no choice but to throw the case out. The contractors have 30 days to identify what caused the construction defect and propose a plan of corrective action. The three choices are:

1. Recommended corrective action to mitigate the construction defect.
2. Offer a payment to the owner for final settlement.
3. Denial that the construction defect was caused by the contractor – the defect was caused by others.

The owner may not amend the claim by adding new defects. Once the owner changes the scope of the defect the 90-day clock starts again and all current timelines for other defects are extended. There is also language in this law that limits the recovery should the owner unreasonably reject the contractors offer to repair the defect. For



Buddy Dewar

Buddy is NFSA’s
Director of Regional
Operations.

example, should the defect cause damage in a corner of a 10,000 sq. ft. ballroom and the owner demands that the contractor repaint the entire ballroom, this would be classified as unreasonable and the law limits recovery to just the repaint of the damaged area.

The substantive point is the construction defect law would not have passed had it not been for the cooperative effort of the entire construction industry through the lobbying efforts of the Florida Construction Coalition.

Statute of Repose

Most states have a warranty period for visible defects; most for one year some for two or three year periods. During this warranty period, problems with the system are typically noticed and fixed by the installing contractor. Should there be a time limit for latent defects or those not visible – defects in product or installation behind enclosed walls? If so, for how long? Most states have enacted a Statute of Repose or a Statute

of Limits for latent or hidden defects.

Florida's latent defect law was very problematic. There was a 12-year limit on products and a 15-year limit on installations. This could easily have caused a situation where the cost to repair a product defect in the 12th to 15th year would be borne by the installing contractor. When reviewing construction defect lawsuits, the vast majority were filed close to the 15-year limit so the maximum damage would have occurred so the claim would be bigger. Yes, there are many examples where there was no response to fix or repair early signs of latent defects. Also problematic is when the owner fails to maintain the system, which leads to latent defects.

Florida now has a 10-year Statute of Repose for Latent defects. This now applies for both the product manufacturer and the installing contractor. Again this law was revised as a result of the Construction Coalition lobby.

Joint & Several Liability

The repeal of Joint & Several Liability was a major win for Florida's businesses. Of all

the Tort Reform issues that have gone before the Florida legislature, this was by far the biggest. Joint & Several Liability simplified is: if you are a mere 1% at fault in a tort action, you could pay 99% of the damages. There is no degree of fairness to Joint & Several, as the lawyers go for the deep pocket.

Recently, while in Chicago, I saw a television advertisement that promoted litigation. The commercial started with a young lady holding a check in her hand and saying, "I got \$12,000 from my car wreck." Then the commercial panned to another person holding a check and saying, "I got \$30,000 from my car wreck." Then comes the punch line which was another person who said in this commercial, "I got \$60,000 from my car wreck and a new car." The commercial closed with a phone number to a law firm. What I suspect is happening is the law firm is getting as much as they can through the litigation process notwithstanding the degree of fault of the parties.

I view fault in a fair manner. If I am 1% at fault I should be responsible for 1% of the settlement. So, if a drunk runs a red

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stoplight and slams into my work crew's truck, I should not pay 99% of the judgment because my work crew may not have turned on the headlights 10 minutes before dusk.

The movement to repeal Joint & Several Liability was everyone against the trial bar. The Associated Industries of Florida, Florida United Business, The Florida Retail Federation, and the Florida Construction Coalition were the leading voices for the repeal of Joint & Several Liability which would have the force and effect of creating responsibility equal to your degree of fault. One meeting in the House of Representatives had 72 lobbyists, over 40 from the construction trades the rest from other business interests, on one side and the trial bar on the other. We won by simply having the power and the number of advocates far greater than the opposition. Power can be measured by the number of votes represented? all of Florida's business and industries, small and big businesses, the entire construction industry? the coalition of forces is what won the repeal of Joint & Several Liability.

Through the cooperative effort of the construction coalition, the Florida fire sprinkler industry has made great strides towards minimizing the many external factors that impact the bottom-line. While we worked hard for a far-reaching prompt pay/retainage reform law, we were successful only in controls over public projects. The prompt pay downstream flow of money for publicly funded projects is good for the contractor as well as the suppliers and manufacturers. Controls were placed on OCIPs programs. OCIP coverage now requires the provider to provide tail coverage equal to the 10-year Statute of Repose. Many of the gaps common in OCIP coverage were also addressed in the law. There is an annual battle with the Lien Law – we win most but a step backwards occasionally happens.

While writing this article I have just received the agenda for the next Construction Coalition agenda. Combating growth control constitutional change initiatives is on the forefront. Efforts by activists to limit growth by requiring all zoning changes to be approved by public referendum vote is making headway and, depending on how many signatures are gathered, this issue may be on the November 2008 ballot. The force and effect of this initiative would be controlling growth by shutting down the construction industry. On the agenda are many reform issues

including revisions to child predator laws that, well intended, have had the force and effect of creating unnecessary and duplicative costs for the complying contractor – school systems should share data instead of each charging fees for background checks. Also on the agenda is discussion on immigration laws. The major problems here are severe penalties for using illegal immigrants. The illegal immigrant comes to the contractor with a fake driver's license and social security card that appear authentic, some even appear better than the real cards. Proposed laws before the Florida legislature will hold the

“While the fire sprinkler industry has power, compared to others, we are a small industry. Joining forces with others for a common goal of improving the construction business environment and minimizing those external impactors to our bottom-line is the right and proven path.”

contractor criminally responsible for employing illegal immigrants. Until we have a viable national system to rapidly validate social security identifications, we should not be hammering contractors who can produce documents provided by the employee. Lien law revisions are also on the agenda.

Summary

Success in the legislative arena is based upon power. Legislative power is often measured by the number of votes the advocacy represents. While the fire sprinkler industry has power, compared to others, we are a small industry. Joining forces with others for a common goal of improving the construction business environment and minimizing those external impactors to our bottom-line is the right and proven path. If there is interest in creating a construction coalition in your state, please feel free to contact your NFSA Regional Manager. We have commitments from many of the trade associations active in the Florida Construction Coalition willing to share their coalition experiences with their counterparts in other states just as I have done with this article for the fire sprinkler industry. Building that power base to control the future of our industry is what it is all about. ①

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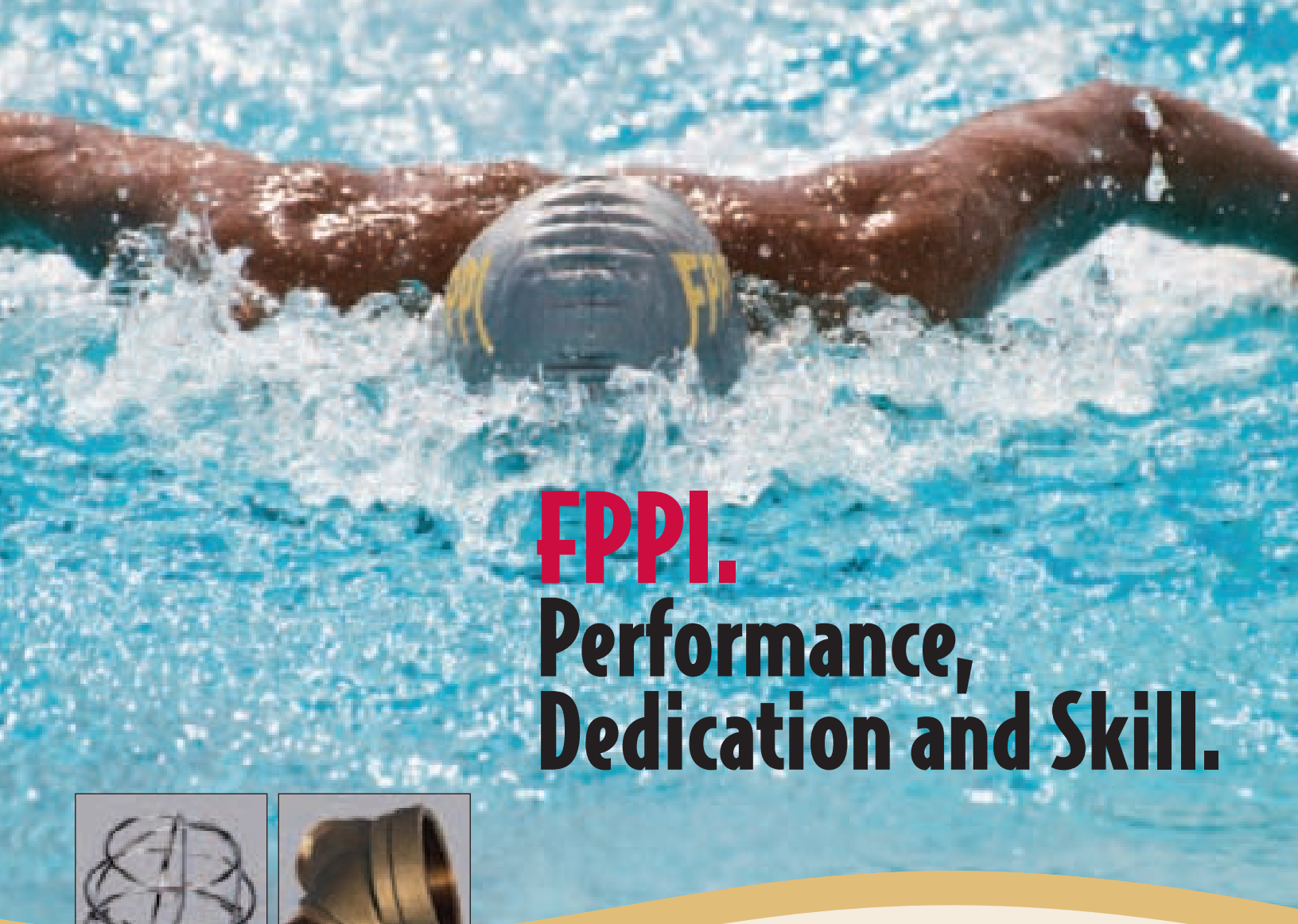
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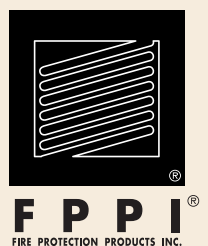
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Commissioning: *It's NOT what you think it is!*

I recently visited the headquarters of the National Fire Protection Association (NFPA) in Quincy, Massachusetts for the very first time. I was walking around like a star struck kid in the impressive corridors that are decorated to be the “hallowed halls” that they are. I couldn’t stop looking at the portraits of the some of the most important people that have contributed to the NFPA and the cause of protecting people from the dangers of fire. I wondered if anyone I have ever worked with would end up on the wall anywhere near the Crosbys’. If you don’t know who the Crosbys’ are, you’ll need to go all the way back to 1896 and the minutes of the very first meeting of the NFPA to figure it out. Should we do an NFPA history lesson for one of our online seminars? Hmm.

I was at the NFPA for the first meeting of a new committee that is charged with the “... primary responsibility for documents that pertain to commissioning activities and tasks for fire and life safety systems.” I had some very preconceived notions about what we were going to be discussing. I was proud of my industry for having all the needed rules “...for planning, organization, coordination, responsibility, implementation and documentation of commissioning...” This was going to be a cake walk! Through the codes and standards, the fire sprinkler industry has been aggressive in ensuring appropriate testing and commissioning for

the acceptance of these life saving systems.

As I sat in the meeting, I was surprised to learn that this group was talking about a lot more than just acceptance testing. The term “commissioning” has come to mean much more than just setting something up, showing that it works, and walking away. In fact, there is a phrase being used all around the construction industry these days as everyone is joining the effort to build “green” buildings. The phrase is “Total Building Commissioning.” This phrase describes the effort to bring the entire building team together for the life of the building. When the owner, the engineer, the contractors, and the occupants can work together to determine that the building is designed, constructed, and maintained as originally intended, the all around savings can be surprising.

There is not much new in the idea of getting all of these people together to create a good built environment. There is no new magical procedure that needs to be put in place. There is however, a change to the way we think of the term “commissioning.” The way we currently think of the word is the same way I went into those first meetings of the NFPA 3 Committee. The fire sprinkler industry sees commissioning as the way to show that the system has met all the requirements of the codes and standards with regards to the installation. We may even refer to this as the way to achieve final acceptance of a system. We have to “commission” the system through acceptance testing and final inspections.

We may even be required to have a “rough-in” inspection prior to getting to that final acceptance. We document the testing and acceptance procedures.

Defining “Commissioning”

When thinking about the “Total Building Commissioning” process you should realize that it is intended to be much more than a documentation of testing and acceptance procedures. It is, in fact, a way to document compliance with all of the specifications and requirements for a building project. It even includes the continuous training of building occupants. The real “commissioning” process starts the day an owner decides they want to build a building and ends the day they tear it down. Commissioning will define the requirements for documenting every facet of a project. This can be broken into four essential phases. Those in the sprinkler industry are already keenly aware of these phases. They are: pre-design phase, design phase, construction phase, and occupancy

CONTINUED ON PAGE 46



Cecil Bilbo

Cecil is NFPA's Director of Technical Services. He is a member of the NFPA Sprinkler Systems Installation Criteria Committee.

phase. The fire sprinkler industry has developed criteria over that last 111 years that take each one of these phases into consideration. However, we have not been involved in the requirements for documenting every single phase. From documentation that verifies equipment delivery and correct installation, to verifying interoperability among different fire and life safety systems, to documenting the training of building occupants. A process that verifies interoperability of all of the active and passive fire protection systems in a building has never been a part of our codes and standards. This will be one of the largest contributions that this committee will make.

Who is going to do all that paperwork?

Well, I suppose that fire sprinkler contractors will have some additional paperwork to do, but the majority of this new documentation is supposed to be taken care of by someone called the “Fire Commissioning Agent” (FCA). This entity will coordinate all of the

needed information from the owner, architect, engineer, contractors and occupants to create the commissioning package that will be with the building for its entire life cycle. The FCA will need a document to guide them through a standardized process for the building life cycle. This is where the idea for NFPA 3 came into the picture. There are other organizations that have created commissioning procedures for other types of systems within the built environment. As an example, the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) has developed Guideline 1, HVAC&R Technical Requirements for The Commissioning Process as the first of a series of documents for the Total Building Commissioning Process as put forward by the National Institute of Building Sciences (NIBS). When NIBS wanted to see a standard for Commissioning of Fire and Life Safety Systems created, it made sense to have the NFPA take ownership of the requirements for these systems. Based on the book by

Dave Hague from the NFPA, the committee is moving forward in creating a document that will guide the FCA through all of the needed procedures and documentation for the Commissioning of Fire and Life Safety Systems.

The Future of Commissioning

I will be writing much more on this in the future, especially as we move into the proposal phase for this document early next year. Still, I wanted to give you an idea of just what the committee means by the term “commissioning.” While some have already begun, it will take some time for our industry to grasp the “big picture” and what the Total Building Commissioning Process will require from us. And, who knows, we may be in an appropriate position to be the FCA on some of the projects in which we are involved. You can be assured that NFSA will be involved in the process and will represent you every step of the way. 



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NFSA Realigns Operating Areas

The NFSA By-Laws Committee had proposed several changes to the By-Laws at the March 2008 meeting of the Board which were due for action at the June 6, 2008 Board of Directors Meeting in Las Vegas, NV. Consideration and adoption by the Board occurred with the following changes:

1. Amend Article III Section 1 to reference "Up to twelve (12) Councilmen elected from twelve (12) geographic areas" and amend Article V Section 1B to "Up to fourteen (14) Directors shall be elected by and from the Contractors Council". .
2. Amend the wording of the first sentence of Article V Section I to read as follows:

"Sec. 1 – SELECTION OF DIRECTORS. There shall be up to Twenty-three (23) Directors as follows:"

*Format as per existing by-laws.

A re-alignment of the NFSA areas was proposed to accompany the addition of a twelfth elected Area Director, with the new area encompassing the states of Colorado, Montana, Nebraska, North Dakota, South Dakota, and Wyoming. Also as part of the re-alignment, New Mexico would move from the South Central Area 6 to the Southwest Area 9 served by Director Todd Little, which would also include the states of Arizona, Nevada, and Utah. South Central Area 7 served by Director Mark Tate would continue to include the states of Arkansas, Louisiana, Oklahoma and Texas. Central Area 8 served by Director Dennis Coleman would consist of the states of Iowa, Nebraska and Missouri.

NFSA Announces 2008 Sprinklerman™ Coloring Contest

Fire Prevention Week, October 5-11, 2008, is one of the best times to talk to the children in your life about fire safety and fire sprinklers. It is a great time to explain about fire hazards and difficulties once a fire begins. Share with them ways to prevent and protect against fire, including automatic

fire sprinklers. Pass along the knowledge about fire sprinklers and the benefits they can provide in homes, work places and recreational areas.

Sprinklerman™ coloring books were introduced around Fire Prevention Week in 2003. For the fourth time, one of the pictures can be found both in GrassRoots and on the NFSA website at www.nfsa.org. Share the picture with the children in your life and have them color it. Then send it to: Coloring Contest, c/o Victoria Valentine, NFSA, 40 Jon Barrett Rd. Patterson, NY 12653. Do not forget to include child's name, age, parent/guardian's name, address and phone number on the form at the bottom of the drawing. Entries will be separated into four categories based on age: 3-4, 5-7, 8-9 and 10-12. The prize for each category will be a \$50 U.S. Savings Bond. Entries must be received by October 31, 2008. Winners will be notified by November 30, 2008. Winners will be announced in the December issue of GrassRoots and on the NFSA website.

Barall to Leave NFSA



Fred Barall, the NFSA Vice President of Labor Relations and General Counsel, has tendered his resignation in order to pursue a new opportunity. Fred rejoined the NFSA in 2006, having previously worked at the NFSA in the mid-eighties. Fred has been an asset to the labor relations activities of the sprinkler industry.

The entire NFSA family wishes Fred all the best in his new endeavor.

Lynch named Assistant Vice President of Industrial Relations



NFSA President John A. Viniello made an announcement July 16, 2008 that Jim Lynch has been appointed Assistant Vice President of Industrial Relations and Association General Counsel effective August 1, 2008. He also said that the NFSA has started a candidate search for a college graduate with a Labor Relations/Industrial Relations background to augment the present staff. He finished with, "I know you all join me in wishing Jim the very best in his new position." ☺

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New Personnel Announcements from Potter

Potter Electric Signal Company, LLC announced that **Dave Kosciuk** has been named Vice President of Sales for the Fire and Security Division. Kosciuk brings over 17 years of industry experience to Potter and will be responsible for all Potter's domestic sales efforts for the Fire and Security marketplace. Kosciuk will continue Potter's success in providing customers with a complete line of fire panels and peripheral devices. Kosciuk's addition to the company provides Potter with more sales focus and marketplace knowledge. Additional information can be obtained by contacting Potter Electric Signal Company by phone at 866-240-1870, via email at sales@pottersignal.com or at www.pottersignal.com.

New Global Product Training Manager for Fire and Security Division

Potter Electric Signal Company, LLC announced that **Robbie Murray** has been hired as the new Global Product Training Manager for the Fire and Security Division. Murray brings over 25 years of industry experience to Potter and will be responsible for Potter's training and educational efforts for Fire and Security customers. Murray will continue to enhance Potter's ability to provide customers with training and education on all of Potter's Fire and Security products. Murray's addition to the company allows Potter to further its global reach. Additional information can be obtained by contacting Potter Electric Signal Company by phone at 866-240-1870, via email at sales@pottersignal.com or at www.pottersignal.com.

Doug Chartier Named as New Corrosion Solutions Product Manager

Potter Electric Signal Company, LLC announced that **Doug Chartier** has been named Product Manager of the newly formed Corrosion Solutions division at Potter. Chartier brings 25 years of corrosion monitoring experience to his new position. He will be responsible for all Potter's corrosion monitoring efforts, including updates to preventative control devices as well as testing and treatment.

Chartier was the principle of Martier Enterprises LLC, before joining Potter. He

is the co-author of various patents, is a "hands-on" field chemist, and has been involved with MIC for 25 years plus. He was recently awarded two U.S. Patents on an environmentally friendly biostatic coating "FPS MIC Remediation & Mitigation Methods and Apparatus", #6,517,617 & #6,841,125. He is a member of the National Fire Protection Association, Society of Petroleum Engineers and the American Chemical Society. His work on MIC is widely published.

Additional information can be obtained by contacting Potter Electric Signal Company by phone at 866-572-3005, via email at sales@pottersignal.com or at www.pottersignal.com ☎

Elkhart Brass Announces New Regional Sales Manager

Elkhart Brass announced that **Ron Briggs** has accepted the position of Regional Sales Manager for their Mid-Atlantic Territory Region, which includes: West Virginia, Virginia, Pennsylvania, Maryland, Delaware, and the metro D.C. area. Ron has served as a Sales Manager and a Regional Sales Manager in a variety commercial settings for over 20 years. Additionally, Ron is a certified Firefighter; for five years he has been an active member of his local volunteer department in Pennsylvania.

IN MEMORIAM

NFSA is saddened to report the passing of **Kerry McVey**, President of Continental Sprinkler and member of the 2007 Local 669 negotiating committee. Kerry passed away in May, leaving behind his wife, Renee and daughters, Ashley, Lauren and Brittany. In keeping with Kerry's memory, donations may be made to the Kerry N. McVey Memorial Scholarship Fund at University of Nebraska Foundation, Attention: Karen Moellering, 1010 Lincoln Mall, Suite #300, Lincoln, Ne, 68508-2886.



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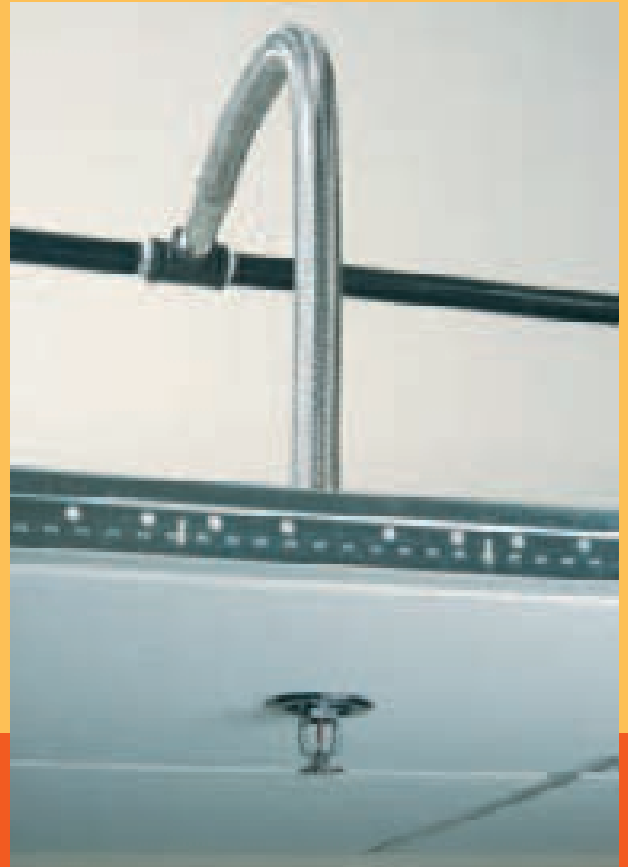
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NORTHEAST

DOM KASMAUSKAS, REGIONAL MANAGER



Rockland County, NY Plumbing License

After contact from NFSA members

over concerns regarding the new Plumbing License about to be launched with fire sprinkler contractors included within the language, NFSA Northeast Regional Manager Dom Kasmauskas immediately contacted the County Plumbing Licensing Board as well as the County Director of Consumer Protection.

He received a phone call within a few days and a letter a few days later regarding our concerns and the following information from Director Grosselfinger:

“As I expressed to you in our conversation it is my belief that while having a plumbing license alone is not enough to qualify one to install a fire sprinkler system and again in my opinion an otherwise qualified person

should not have to hold a Rockland County plumbing license in order to perform such work in Rockland.”

Mr. Grosselfinger also assured Kasmauskas that he and any interested parties will be invited to meet the Plumbing Board to discuss the issues.

Fire Sprinkler Save at Lowe's

The Lowe's Home Improvement store in Webster, NY is back open after an early morning fire broke out inside the store. Firefighters responded around 1:00 a.m. and found thick smoke inside the building when they arrived. The smoke made visibility throughout the store almost impossible. Fire crews used thermal imaging to find their way through the home improvement store. They say the fire started in the garden area where wood chips caught fire. The store's sprinkler system helped keep things under control. There were employees working at the time of the fire but no one was injured.

Dominick Kasmauskas is the NFSA Regional Manager for the Northeast Region.

He can be reached at Kasmauskas@nfsa.org or 1436 Altamont Ave. Suite 147 Rotterdam, New York 12303 Phone 914.414.3337, Fax 518.836.0210.

MID-ATLANTIC

RAYMOND W. LONABAUGH, REGIONAL MANAGER



MARYLAND Queen Anne's County Passes Residential Sprinkler Ordinance

On June 24, 2008, Queen Anne's County, Maryland passed a residential sprinkler ordinance for all new one and two family homes in areas served by public water. All new model homes must contain residential sprinkler systems, and all sales contracts must have the cost of adding sprinklers as an option in non-public water areas. Congratulations to the Maryland State Firemen's Association (MSFA), Maryland

CONTINUED ON PAGE 53

NFPA 22 Now Lists Fiberglass Underground Tanks

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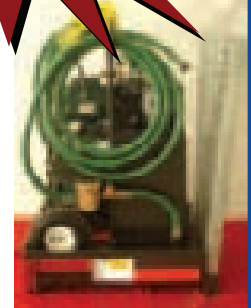
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State Fire Marshal's Office and locally, in Queen Anne's, to Fran Jester and those folks in Queen Anne's County who have worked hard over the past year to bring this sprinkler requirement to fruition.

NEW JERSEY

High-Rise Fire Sprinkler Retrofit

The Department of Community Affairs (DCA) has hired a consultant to review the cost to retrofit New Jersey's high rise buildings. The consultant will review a sample of the buildings with the cost proposals from both the NJFSAB and the building owners. The intent would be to have a final answer prior to the end of the proposal period, which is September 17, 2008.

PENNSYLVANIA

House Bill 1096, Creation of a UCC Review and Advisory Council

The house has passed HB-1096 for the creation of a Uniform Construction Code Review and Advisory Council. As you can well imagine, the make up of the council is skewed toward builders. The stated purpose is to review the revised ICC codes prior to commonwealth adoption, whereas, recommendations would be made by the council and forwarded to the governor, top level bureaucrats and legislative bodies recommending the non-adoption of certain code provisions and requirements.

Raymond W. Lonabaugh is the NFSA Regional Manager for the Mid Atlantic Region. He can be reached at: Lonabaugh@nfsa.org or P.O. Box 126, Ridley Park, Pennsylvania, 19078. Phone: 610.521.4768.

SOUTHEAST

WAYNE WAGGONER, REGIONAL MANAGER



Tennessee Fire Sprinkler Contractors Association
Receives Assistance to

Firefighters Grant Award

The U.S. Department of Homeland Security awarded an Assistance to Firefighters Grant (AFG) program to the Tennessee Fire Sprinkler Contractors Association a Chapter of NFSA. The funding will allow TFSCA to deliver a three-day training session to

state fire sprinkler contractors, local AHJs, and other interested individuals. There will be six three- day classes of training across the state of Tennessee, with the grant covering the lodging costs of attendees, workbooks, as well as some meals. Classes that are scheduled to be taught by the National Fire Sprinkler Associations Training Division are, Sprinklers for Dwellings, Fire Sprinkler Hydraulics, and Inspection, Testing and Maintenance of Water-Based Fire Protection Systems.

TFSCA has request 21 recertification hours for the Training to Register for the Classes go to <http://www.fireteamtennessee.com/TFSCAreg.asp>.

There are 35 slots per class so don't hesitate to get signed up.

Dates and location of the classes are as follows:

Jackson – October 28, 29, & 30, 2008

Knoxville – November 18, 19, & 20, 2008

Franklin (Cool Springs) – January 13, 14, & 15, 2009

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REGIONAL ROUNDUP

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Wayne Waggoner is the NFSA Regional Manager for the Southeast Region. He can be reached at: Waggoner@nfsa.org or PO Box 9, Andersonville, Tennessee 37705, Phone 863.947.3393, Fax 863.381.0597.

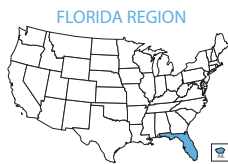
FLORIDA

DAVE BOWMAN, REGIONAL MANAGER

Palm Beach County Fire Rescue

Plan Review and New Construction

The Fire Plan Review office reviews construction



plans for fire-code compliance. Their offices are located within Palm Beach County's Planning, Zoning and Building Department offices in order to provide a customer-friendly permitting application process.

Fire Plan Reviewers:

Fire Plan Reviewers are responsible for

reviewing building plans for fire code compliance in both commercial and multi-family dwellings. They provide these services for unincorporated Palm Beach county and Belle Glade, Cloud Lake, Glen Ridge, Haverhill, Jupiter, Juno Beach, Lake Clarke Shores, Lake Park, Lantana, Manalapan, Pahokee, Royal Palm Beach, South Bay, South Palm Beach and Wellington. Dispatch Services for: Jupiter Inlet Colony, Lake Worth, Mangonia Park, North Palm Beach, Palm Beach Gardens, Tequesta and West Palm Beach.

In order to better serve the western communities, they have opened a satellite office that houses a fire Plan Reviewer and Inspector at the Village of Wellington Building Department. The phone number for the Wellington office is (561) 753-2503.

New Construction Inspections:

New Construction Inspectors are responsible for inspecting buildings through the construction process until the building has been issued a Certificate of Occupancy to verify work is done in compliance with the approved building plans. Additionally, any renovations that occur in existing structures are also inspected by their staff. All of their inspectors are highly experienced in the fire code and building construction.

Water Office Staff:

The Water Officers are charged with fire code enforcement of public and private water distribution systems and rural water supply.

David Bowman is the NFSA Regional Manager for the Florida Region. He can be reached at Bowman@nfsa.org or 6572 SE 173rd, Court Ocklawaha, Florida 32179. Phone 845.519.7648, Fax 661.455.3968.

GREAT LAKES

TBA, REGIONAL MANAGER



Indiana Fire Marshal Closes Fireworks Store

The Indiana state fire marshal's office closed an Avon,

Indiana fireworks store for having nearly 12 times the legal amount of fireworks in a building with no fire sprinkler system.

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A relatively new fireworks ordinance, passed in 2006, says stores can have up to 500 pounds of fireworks in a building without a sprinkler system and 1,000 pounds with a sprinkler system. Some stores, including this one, were grandfathered in under the old laws -- allowing them to have an unlimited amount of fireworks -- as long as they didn't change locations.

The store was first ordered to close June 27, after state officials determined the store was no longer grandfathered in since it moved from the first to second floor of its present location. The store was allowed to reopen after the store owner provided an affidavit saying he was operating in the same location.

The Avon Fire Department had photographs proving the store had changed locations, and it was ordered closed again on July 2.

The owner said he has 5,000 to 6,000 pounds of fireworks on site in Avon.

David Bowman is NFSA's Associate Director of Regional Operations. He can be reached at Bowman@nfsa.org or 6572 SE 173rd, Court Ocklawaha, Florida 32179. Phone 845.519.7648, Fax 661.455.3968.

ILLINOIS

BOB KLEINHEINZ, REGIONAL MANAGER



Eight At Risk For Losing Job Over Weekend Fire Sprinkler System Inspections

Eight inspectors from Chicago's Fire Protection Bureau could lose their jobs for allegedly conducting fire sprinkler system inspections on the weekends and getting paid to do so by building owners, not the fire department.

Former firefighters' union president Bill Kugelman said the practice has been common and has been done for convenience, but the city said it's wrong for inspectors to be paid by anyone other than the fire department, even if they are coming on their days off to do the work.

Kugelman said the inspectors under investigation shouldn't lose their jobs over the matter. Either way, the rules have tightened for the city's 100 fire inspectors. They're now required to carry GPS-equipped cell phones, so the city knows where they are at all times.

Bob Kleinheinz is the NFSA Regional Manager for Illinois. He can be reached at Kleinheinz@nfsa.org or 509 Dawes Street, Libertyville, Illinois 60048. Phone 914.671.1975.

NORTH CENTRAL

DANIEL J. GENGLER, REGIONAL MANAGER



MN Fire Sprinkler Coalition Working Hard on Minneapolis Hearings

The Minnesota International Fire Sprinkler Coalition continues to meet bi-weekly in efforts to maximize the number of eligible delegates to the September International Residential Code Hearings in Minneapolis. The focus of the group is to ensure fire and building officials register as members of the International Code Council (ICC) and be eligible to vote at the International Residential Code (IRC) Hearings scheduled for late September in Minneapolis. Numerous communications have been sent to the statewide network of fire and building officials.

The hearings will host a number of building fire issues. There are ten proposals for one- & two-family and townhouses with language requiring residential fire sprinklers. The fire service is strongly behind the measure in many states and is gearing up for what promises to be a spirited battle. The homebuilders have created a war chest to sponsor their friends to attend and vote "no" on the two proposals.

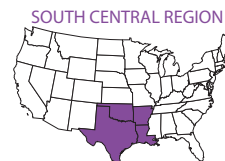
In late February, the IRC Committee entertained the inclusion into the main IRC document the sprinkler requirement. Unfortunately, the ICC format of committee assignments had a strong builder friendly vote against the proposal. To overturn, a 2/3 vote of attending members only, no proxies, must be attained to pass the two proposals.

The group is working with all related fire service organizations to encourage participation in this potential historical event. Every state has been encouraged to send positive delegates.

Dan Gengler is the NFSA Regional Manager for the North Central Region. He can be reached at Gengler@nfsa.org or PO Box 280, Williams Bay, Wisconsin 53191. Phone 262.245.5255, Fax 262.245.5258.

SOUTH CENTRAL

STEVEN E. RANDALL, REGIONAL MANAGER



Legislative Issues

South Central Regional Manager Steve Randall has been active with several communities

that are trying to pass sprinkler ordinances, mainly in Texas. Successful ordinances, including single-family residential requirements, have been passed in Lake Jackson and College Park, Texas. He is also active in an effort to pass a residential ordinance in Tulsa, Oklahoma and other areas of Texas.

Randall has continued to spend many hours on both the New Mexico engineer issue and the City of Albuquerque backflow issue. Neither issue was completely resolved at the time of the RO realignment. He is committed, along with NFSA Southwest Regional Manager, Doyle Sutton, to see both issues to a successful conclusion.

Steven Randall is the NFSA Regional Manager for the South Central Region. He can be reached at: Randall@nfsa.org or 7165 Lazy Meadow Lane, Frisco, Texas 75034, Phone 972.668.4022, Fax 972.668.4077.

CENTRAL

CHRIS GAUT, REGIONAL MANAGER



Legislative Reports

MISSOURI House Bill 2539 is a fire sprinkler contractor licensing bill that was

introduced by Rep Jay Wasson on April 1, 2008. Although late in the legislative session, the bill as been read twice on the house floor, which is believed to be the introduction steps to place this bill into a committee for review. You can view the bill here: <http://www.house.mo.gov/billtracking/bills081/biltxt/intro/HB2539I.htm> and track the bill's progress here <http://www.house.mo.gov/billtracking/bills081/bills/hb2539.htm>. ***UPDATE - 15 Missouri contractors met on May 21st to discuss the proposed legislation. There was a great mix of contractors from all around the state who voiced input. The next step in this process is to list concerns

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and form a joint legislation committee which would consist of 6-7 contractors. If you have concerns or ideal language you would like to be reviewed and introduced, please contact me via email at gaut@nfsa.org.

IOWA

In February 2008, House Study Bill 613 was introduced in a State Committee meeting which would require each individual fire

sprinkler fitter to acquire a license to work throughout the state of Iowa. The bill was passed out of committee on March 5th and is now referred to as HF 2646. To view and track the history of this bill visit <http://www.legis.state.ia.us/> and type in HF 2646 in the upper right hand corner under "Quick Find." This Bill was signed by the Governor of Iowa on April 16th, 2008. ***UPDATE – The Iowa Fire Sprinkler

Contractors Association met on May 22nd with representation from the 669 local. There where many questions and concerns brought to the table as to how some of the new regulations where going to be implemented. Please review the bill and if you have any questions or concerns, please feel free to contact me via email at gaut@nfsa.org and I will do my best find an answer.

Chris Gaut is the NFSA Regional Manager for the Central Region. He can be reached at gaut@nfsa.org or 189 Eureka Town Center Dr. Suite 135, Eureka, Missouri 60325 Phone 845.803.6426, Fax 636.410.7700.

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GREAT PLAINS

TERRY PHILLIPS, REGIONAL MANAGER



Colorado Rockies Firefighter Appreciation Night

Don't forget to get your tickets for

Colorado Rockies Firefighter Appreciation Night to benefit the Colorado Fallen Firefighters Foundation, Friday, September 12th, 7:05 p.m., Colorado Rockies vs. Los Angeles Dodgers.

CHOOSE EITHER:

\$38 Outfield Box Tickets - \$21 of that going towards the Colorado Fallen Firefighters Foundation, or

\$20 Upper Reserved Infield Tickets - \$10 of that going towards the Colorado Fallen Firefighters Foundation.

To order tickets go to the Colorado State Fire Chiefs' Association Website at: www.colofirechiefs.org and click on "order tickets" link. For questions or orders of 25 tickets or more please contact Jason Regan at 303-312-2227 or email to reganj@coloradorockies.com. In order for the Colorado Fallen Firefighters Foundation to be credited with your purchase, the tickets must be ordered from Jason Regan (for orders of 25 tickets or more).

The Colorado Fallen Firefighters Foundation provides support and higher education scholarship opportunities to families of Colorado firefighters who died in the line-of-duty. The Colorado Fallen Firefighters Foundation is an IRS 501(C)(3) charitable foundation. Tax ID# 84-1152529

Terry Phillips is the NFSA Regional

Manager for the Great Plains Region. He can be reached at: Phillips@nfsa.org or Phone 914.525.4396, Fax 307.514.0406.

SOUTHWEST

DOYLE SUTTON, REGIONAL MANAGER



Nevada Commissioners give the OK to home fire-sprinkler ordinance

Douglas County commissioners approved an ordinance requiring automatic fire-sprinkler

systems in some homes within the Tahoe-Douglas Fire Protection District. The ordinance exempts new structures less than 3,600 square feet from having to install automatic fire-sprinkler systems if the buildings meet fire-flow requirements. The ordinance requires sprinklers in existing homes if an addition would increase the size of a home to more than 3,600 square feet. The size requirement does not include so-called "accessory uses" such as garages, decks and covered walkways.

Sprinkler douses small fire at Riverside Resort

A sprinkler quickly doused a Wednesday morning fire in a room on the 24th floor of the Riverside Resort Hotel-Casino. There were no injuries, according to the Clark County Fire Department. According to the hotel's marketing department, it was a small fire extinguished by the sprinkler system before the fire department arrived.

Clark County Fire Department Deputy Chief Girard Page said the fire, which occurred at about 8 a.m., ignited a curtain in a guest's room but the sprinklers did their job and put it out. No injuries were reported. He said the hotel staff followed standard safety procedures in evacuating everyone from the 23rd, 24th and 25th floors. Page said investigators were checking to see what caused the fire, but as of early Wednesday afternoon he had not received their report. The tower is northernmost of the skyscrapers in Laughlin.

Doyle Sutton is the NFSA Regional Manager for the Southwest Region. He can be reached at: Sutton@nfsa.org or Phone 303.854.8677, Fax 303.496.7501.

WEST

BRUCE LECAIR, REGIONAL MANAGER



California Regulations, Legislation & Codes

CA-AB 2288.

Automatic Fire Extinguisher Systems: Certificate of Registration. This bill was introduced and read for the first time in the State Assembly by Assembly member Torrico on February 21, 2008. Existing law requires the State Fire Marshal to adopt and administer the regulations and control a program for servicing, testing, and maintaining all automatic fire extinguishing systems, including, but not limited to, fire sprinkler systems. These regulations and building standards are required to consider the requirements of the applicable standards of the National Fire Protection Association and specified voluntary standards published by the State Fire Marshal.

This bill would require the State Fire Marshal to expand these regulations and building standards to include the installation of automatic fire extinguishing systems and no longer require consideration of the voluntary standards. Existing law prohibits any person from engaging in the business of servicing or testing automatic fire extinguishing systems without a license issued by the State Fire Marshal, except as specified. Existing law requires the State Fire Marshal to adopt regulations to establish and maintain that license, including basis for denial or revocation, a schedule of fees for administration and enforcement, and the period for and renewal of licensure. Existing law makes any violation of these provisions or any regulation or building standard of the State Fire Marshal a misdemeanor. This bill would prohibit any person from engaging in the business of installing fire sprinklers or a fire sprinkler system without a certificate of registration issued by the State Fire Marshal, except as specified. The bill would require the State Fire Marshal to adopt regulations to establish and maintain that certificate of registration, including qualifications, continuing education, basis for denial or revocation, a schedule of fees for administration and enforcement, and the period for and renewal of the certificate of registration. On June 14, 2008, the bill

was reported by the Legislative Inquiry to have been amended in Assembly after a third reading on May 29, 2008.

Bruce Lecair is the NFSA Regional Manager for the West Region. He can be reached at: Lecair@nfsa.org or Phone: 951.277.3517, Fax: 951.277.3199.

PACIFIC NORTHWEST

DON PAMPLIN, REGIONAL MANAGER



Fire Sprinklers Credited with Saving Lives in Two Washington State Care Facilities

During the week of July 7, 2008, State Fire Marshal Mike Matlick announced that fire sprinklers successfully extinguished two separate fires at care facilities licensed by the State of Washington. In Fairfield, Spokane County, Washington, a fire occurred in a residents' room at Fairfield Good Samaritan Center/Wheatland Hills Assisted Living, which is licensed as both a nursing home and as a boarding home. One sprinkler head was activated and put out the fire, isolating the damage to the immediate area.

The second fire occurred in a residents' room at the Stillwater Mental Health Boarding Home in Redmond, Washington. One sprinkler head put out the fire prior to the arrival of the fire department and damage was limited to the room contents. The residents of both facilities were able to re-occupy the buildings after safety inspections were completed. State Fire Marshal Matlick stated that tragedy was avoided in both fire incidents because fire sprinklers were present and operated as they were designed. He noted that typically, buildings equipped with fire sprinklers will be usable within a short period of time after the fire occurs. Damage due to the water from fire sprinklers is limited to the fire area and is repairable; as compared to the destruction caused by fires in buildings without fire sprinklers.

Don Pamplin is the NFSA Regional Manager for the Pacific Northwest Region. He can be reached at Pamplin@nfsa.org or 1436 Harrison Avenue Blaine, Washington 98230 Phone 380.332.1948, Fax 380.422.1752.



■ Chemguard Introduces New Short-Chain* Fluorosurfactant for Fire-Fighting Foams

Chemguard's new FS-157 short-chain fluorosurfactant improves the effectiveness of aqueous film-forming foam (AFFF), alcohol-resistant aqueous film-forming foam (AR-AFFF), film-forming fluoroprotein (FFFP), and alcohol-resistant film-forming fluoroprotein (AR-FFFP). FS-157 – an

amphoteric short-chain* perfluoroalkyl betaine surfactant – dramatically reduces surface tension, enabling foams to develop an aqueous film over the surface of hydrocarbon or polar liquids.

FS-157 can reduce the surface tension to less than 17 dynes/cm at 0.01% concentrations. A nonflammable product, FS-157 can be stored in any warehouse.

Chemguard FS-157 also meets the goals

of the U.S. Environmental Protection Agency 2010/15 PFOA Stewardship Program and will be registered on global inventories in all of the countries where it is sold. Bulk volumes of FS-157 became available in July.

For more information contact Bob Gilbert, Senior Manager, Sales & Marketing, Specialty Chemicals Division, 1.817-473-9964 x211, bgilbert@chemguard.com.

*Short-chain products contain six or fewer fluorinated carbons.

■ Clarke Driveshafts for Diesel Fire Pump Drivers now UL-Listed

Clarke Fire Protection Products, Inc. announced that UL listing has been granted for its flexible driveshafts for diesel engine fire pump drivers.

Clarke introduced flexible connecting shafts in 1996 as a solution for field alignment problems. The Clarke driveshaft proved easier to align than standard couplings and offered greater alignment tolerance. Driveshafts also proved to be more efficient, saving hours of field time and ultimately reducing the vibration transmitted between the engine and fire pump.

Clarke flexible driveshafts are now UL-listed and certified for fire pump service and began shipping in July.

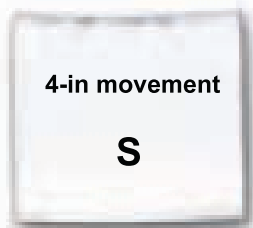
Applications for Clarke universal joint driveshafts include: new builds, retrofits of existing fire protection systems, or wherever the use of listed driveshafts is required.

■ Jeff P. McBride, PE of EBL Engineers, Elected as Secretary of the American Council of Engineering Companies, Maryland Chapter

EBL Engineers, LLC, a Baltimore-based multi-disciplined engineering firm, announced the election of Jeffery P. McBride, P.E. as Secretary of the American Council of Engineering Companies, Maryland Chapter (ACEC-MD). He was inducted at their annual meeting in Charleston, SC in June 2008. Mr. McBride's history with the organization includes a three-year term as Director of the ACEC-MD which he recently completed after being elected in 2005.

The American Council of Engineering Companies is the voice of America's engineering industry. Council members – numbering more than 5,700 firms throughout the

CONTINUED ON PAGE 59



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www.fireloop.info

CONTINUED FROM PAGE 58

country – are engaged in a wide range of engineering works that propel the nation's economy, and enhance and safeguard America's quality of life.

■ TOLCO Seismic Bracing Is Now FM Approved

TOLCO has announced that its seismic bracing products have recently passed through a rigorous and unprecedented test standard created by FM Global Engineering. This makes TOLCO the first manufacturer of seismic bracing products to attain this approval.

The FM allowable design loads are unique as they take into consideration simultaneous vertical and horizontal movement as well as brace angle.

The following TOLCO products are now FM Approved per Approval Standard 1950:

- Figure 980 Swivel Attachment (to structure)
- Figures 800 and 825 Attachment (to structure)
- Figure 4L Attachment to Pipe (longitudinal)
- Figures 1000 and 1001 Attachment to Pipe (lateral FM Approved-add one)

TOLCO has updated its product data sheets to include the FM Approved design loads and the FM Approved logo which can be downloaded at www.tolco.com. Current stock will include an FM Approved logo on the box while all future production will include the logo stamped into each of the qualifying products. Any FM job that specifies seismic bracing is required to use only FM Approved products.

■ The Knox Swivel-Guard™

The Knox Company has developed a new Knox FDC plug with Swivel-Guard™. Since the Swivel-Guard covers the entire swivel connector, it minimizes the potential of the swivel being stolen. With the Swivel-Guard™, the set screw is no longer accessible making it very difficult to remove the ball bearings and brass swivel. The new locking FDC plug with Swivel-Guard™ still provides protection against thread damage, and prevents trash and debris from being lodged into uncovered connections.

The Knox FDC plug with Swivel-Guard™ is designed for a 2-1/2" connection with NH threads; however, other thread sizes are available.

The Knox FDC plug with Swivel-Guard™ compliments the full line of locking FDC products helping ensure your department has access to the connections when you need them most. All locking FDC's are easily accessed with a Knox Keywrench controlled by the fire department.

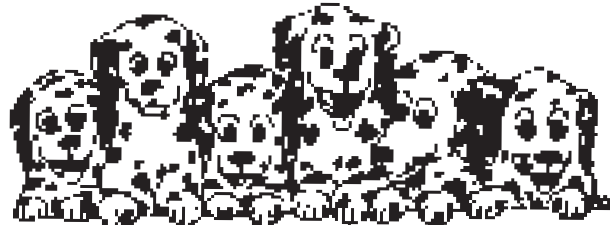
For more information, visit the Knox Company website at www.knoxbox.com or call 800-552-5669.

■ Victaulic Announces Availability of the FireLock® Series 707 Butterfly Valve

Victaulic has announced the availability of the Series 707 Supervised Closed Butterfly Valve. The Series 707 Butterfly Valve was developed for use on fire pump bypass line and rooftop test units. The Series 707 includes a weatherproof actuator housing which is approved for indoor or outdoor use.

CONTINUED ON PAGE 60

THE HASS® FAMILY OF QUALITY SOFTWARE.



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HASS® is the leader in computer software for design and hydraulic analysis of sprinkler systems. Calculation enhancements include use of Darcy-Weisbach and velocity pressures plus earthquake bracing, water hammer analysis and an e-mail report reader.

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CONTINUED FROM PAGE 59

The Series 707 features an NFPA required internal limit switch which is designed to be supervised closed. Therefore, the valve will only be in the open position during system testing and maintenance. Available in sizes 2½ - 8" / 65 - 200 mm, the valve's supervisory switch contains two single pole, double throw, pre-wired switches. These switches supervise the valve in the CLOSED position.

The Series 707 Butterfly Valve is FM Approved for flows up to 300psi/2065kPa and is UL Listed for fire protection services. For full specification information on the Series 707 valve, visit www.victaulic.com.

■ Spears Manufacturing Acquires Coastline Plastics, LLC from Victaulic

Spears Manufacturing Company has acquired the assets of Coastline Plastics, LLC an affiliate of the Victaulic Company. Based in Yulee, FL., Coastline Plastics is a manufacturer of CPVC pipe for fire protection, plumbing and industrial market applications.

The company, which will now be known as Spears Coastline Plastics, will continue to supply CPVC pipe to Victaulic for sale in the fire protection market. Victaulic owned and operated Coastline Plastics, LLC for 10 years.

■ NIBCO Handles the Pressure with its 350 PSI Fire Protection Valves

NIBCO INC. has announced it is the first to offer select, high-pressure fire protection valves with a 350 PSI listing - the highest UL pressure rating in the market for these types of valves.

NIBCO's line-up of 350 PSI valves includes the grooved butterfly (GD6765-8N). This valve features a nylon coated finish and EPDM encapsulated disc for good closure during shut downs. It is gear operated for slow close operation to protect piping from water shock and is equipped with internal tamper switches for convenient installation. NIBCO's grooved butterfly valve is UL/ULC listed to 350 PSI water working pressure and UL listed for indoor and outdoor service.

Other high-pressure valves include the husky Class 250 iron body gate valve (F697-

0) which also carries a 300 PSI FM and NYC MEA approval and the grooved double door silent check valve (KG900-W 350).


Typical applications for these types of valves include fire protection systems for high rises and high pressure systems, with sizes ranging from 2-1/2" to 10" (excluding 5").

■ ANSUL® AQUASONIC™ Water-Atomizing Fire Suppression System

ANSUL has announced the launch of the ANSUL® AQUASONIC™ Water-Atomizing Fire Suppression System. Optimized for Class B fire protection (fires that involve flammable liquids), the AQUASONIC fire suppressant is an advanced water-atomizing system that quickly and efficiently suppresses fires, discharges minimal water, and is safe for people and the environment. This high-performance fire suppression system is engineered to combat fires in a wide range of industrial, commercial, and institutional special-hazard environments.

The AQUASONIC water-atomizing system utilizes non-toxic and readily available extinguishing media (water and nitrogen). Its patented atomizer nozzle—the key to the effectiveness of the system—uses supersonic technology to break down water particles into trillions of smaller droplets that are uniform in size. As these droplets reach their target they extract heat from the fire and suppress it. The AQUASONIC water-atomizing system produces a higher volume of smaller water droplets than traditional water-mist solutions and projects them farther across the combustion zone than was possible with previous technology.

Droplet size is extremely important for fire suppression: the smaller the droplet size, the more surface area that is available to absorb heat and, ultimately, extinguish the fire. The key to the effectiveness of the AQUASONIC system is its ability to create a high volume of amazingly small droplets from very little water. When atomized by the AQUASONIC system, just three gallons of water can cover a surface area of 88,800 square feet (8,250 square meters)

For more information please visit us at www.ansul.com 



NFSA Top Technician Competition is Coming Again!

Get those fire sprinkler system layout skills honed because it's time again for **NFSA's Top Technician Competition**, and if the 2007 event can be used as example, the competition will be tough. Testing to form regional teams is coming to every NFSA area around the country beginning in January.

The 2009 format, finals for which will be held during the NFSA Annual Seminar & Exhibition at the **Omni Champions-Gate in Orlando, Florida**, will include 16 teams from across North America competing for bragging rights, great prizes and the title of "Top-Tech."

Will Team Florida defend its title? Will a Cinderella story arise out of the mix? These and more questions will all be answered when the Top-Tech Competition comes to Orlando for NFSA's 2009 Annual Seminar & Exhibition.

NFSA members can contact their Regional Manager for details.

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TO RUSS FLEMING:

Dear Mr. Fleming:

On behalf of Tau Beta Pi, I extend to you our sincere congratulations on being named president of the Society of Fire Protection Engineers. I thought that you would enjoy receiving the Summer 2008 issue of THE BENT of Tau Beta Pi, which mentions this achievement on page 11. As the editor, I strive to keep our 88,000 readers informed of our members' accomplishments and influences on the field of engineering.

We are extremely proud of the heritage that our members have created through their myriad contributions and technological advancements that have resulted in the betterment of our world. Thank you for your part in this continuously unfolding legacy. We are proud of you. Best regards.

Sincerely,

James D. Froula, P.E.
Executive Director and Editor

TO JOHN VINIELLO:

Dear John,

Linda and I thank you for sponsoring us at the recent association meeting. It was a grand occasion to renew past friendships.

I also want to thank you and the staff for the unique award. I am glad to see the results of our Indy tests translated to make dry systems more economical.

Please extend our thanks to Russ, Ken, David, Diana, Debbie and all the others who made our trip possible and pleasant.

I would like to extend my very best to you and the Association.

Very truly yours,

Frank C. Hill

TO JOHN VINIELLO:

Dear John:

Our visit to the NFSA Seminar and The Atlantis was far and away better than anything we anticipated. In a word, it was wonderful and we are grateful for the invitation.

Receiving the award was a humbling experience, but resurrecting old memories by talking to you and all of the other old friends we saw was even more rewarding.

As I said in my "acceptance speech," I wish I weren't 80 so I could still try to contribute something to the goal of saving lives and property from fire.

Our sincere thanks for the hospitality and warm response we got from you and all of your staff. Your generosity was unbelievable.

Although I am no longer active, it is satisfying to see how NFSA continues to grow as the leader in the fire protection field.

Sincerely,

Lewis H. Zimmermann

TO BOB TREIBER:

Dear Bob,

Thank you for taking time from your busy schedule to be Judge for the 2008 United Association Regional Apprenticeship Contest/Sprinkler Fitter Division on June 19th in Seattle, Washington. The four contestants had a great experience and I believe now have a new view of the opportunities available to them during their careers. This year's contest was a great success due in large part to your efforts. I look forward to working with you in the years to come.

Sincerely,

Jim Bollier
Training Director
Sprinkler Fitters U.A. Local 483



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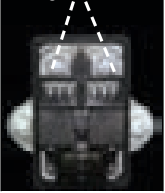
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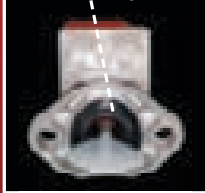


This is one.

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wiring chambers



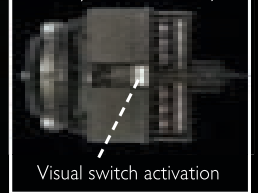
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